

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 81

JULY 20, 1929

Reference Dept.
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Number 3

If It's

Rohe

"Regal"

The Quality Is Unexcelled

Sausage
Hams
Bacon
and
Lard



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

"Time Is Money" - - - -

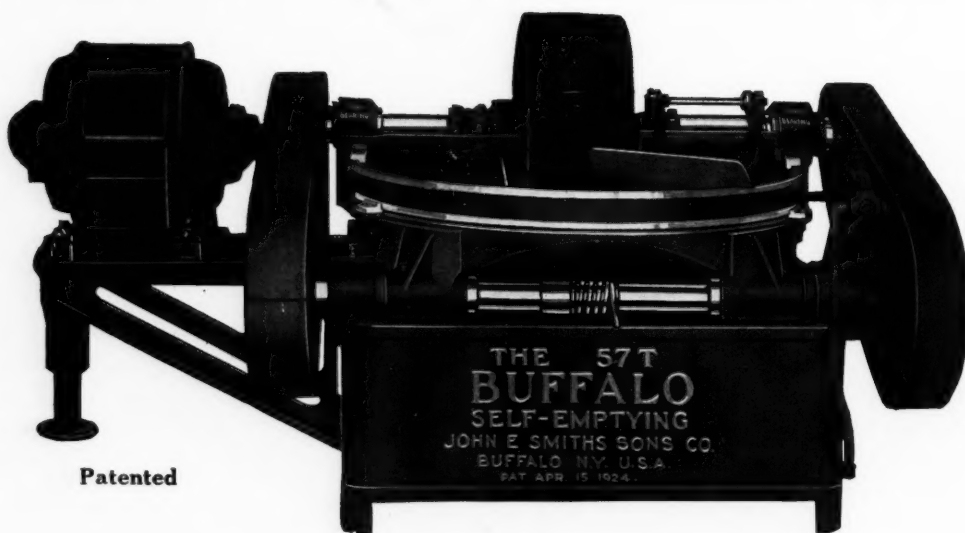
"We used to finish cutting at 3 P. M." says a prominent packer. "Since we installed our new 57T 'BUFFALO' Silent Cutter, we get through at 11 A. M. You can't save money any faster than that!"

"And the meat is cut perfect—without the slightest heating."

The new Model 57T "BUFFALO" Self-Emptying Silent Cutter

—will cut and empty 600 lbs. of meat in 5½ minutes. It improves the quality of your sausage meat and greatly increases your yield.

Bowl is raised and lowered by compressed air!



It will pay you to investigate this machine—write

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 81. No. 3

JULY 20, 1929

Chicago and New York

Bad Trade Practices Are Specified by Packers

*Resolutions Name Unfair Methods
To Be Acted on at Trade Practice
Conference at Fall Convention*

Approval by the Executive Committee of the Institute of American Meat Packers of eleven resolutions to be submitted for adoption by the entire industry at a Trade Practice Conference next fall indicates the rapid progress the packing industry is making in its program to eliminate unfair competition and reduce uneconomic practices.

These eleven resolutions, recommended to the industry by the Institute's Commission on Elimination of Waste, of which F. Edson White is Chairman, are as follows:

"Whereas, it is desirable in the interest of the packing industry and of society itself that the sale and distribution of meat and meat products be carried on in open and honest competition, and that the methods employed in the packing business be fair and sound; be it resolved, that

Unfair Sales and Price Practices.

"A. Secret rebates or secret concessions or secret allowances of any kind are unfair methods of business. This resolution does not include provisions that are allowable under the Clayton Act.

"B. The selling of goods below a reasonable market value for the purpose on injuring a competitor or with the effect of substantially lessening competition is an unfair practice.

"C. An attempt unwarrantedly to evade the fulfillment of an agreement to purchase or sell or to receive or de-

liver goods is unfair and dishonest—whether the evasion be attempted by outright repudiation because of a market change or some other circumstance or whether it be attempted by unwarranted or excessive claims for allowances, by unwarranted rejections or by any other subterfuge.

"D. Obscuring the price at which goods are sold by selling ostensibly at a certain price, but granting secretly to the buyer unusual discounts or terms, is an unfair trade practice.

"E. Obscuring the price at which goods are sold by guaranteeing a cus-

tomers against a market decline or a market advance is an unfair trade practice.*

*Adopted in principle, but referred to Central Administrative Committee for wording so as not to conflict with the code of the Interstate Cottonseed Crushers Association.

"F. Making, causing or permitting to be made, or publishing any false or misleading statement concerning the grade, quality, condition, quantity, nature, origin or preparation of any packinghouse product, is an unfair practice.

"G. Making or causing to be made a defamatory or untrue statement concerning a competitor, his business, his policies or his products is an unfair practice.

"H. The giving of premiums with packing house products for the purpose of obtaining business is an unfair method of business—this to exclude shortening and oleomargarine until such time as these industries can be induced to discontinue these practices.

Resolutions Concerning Buying of Live Stock.

"Whereas, it is essential in the interest of the producer and trade that competitive buying of live stock be conducted on the basis of a one-day market, in accord with sound principles of economics and in order that an equal competitive buying opportunity can be available to all buyers of livestock and sellers and manufacturers of this raw material into meat products; be it resolved, that

"I. The practice of giving shippers the option of two days' market is un-

Called Bad Practices

Resolutions for the elimination of 11 practices regarded as unfair methods of business have been formulated so far by the meat packing industry, for presentation at its trade practice conference to be held in the fall. These are:

Secret rebates or secret allowances of any kind;

Selling goods below a reasonable market value to injure a competitor;

Evasion of the fulfillment of an agreement;

Obscuring price at which goods are sold;

Making misleading statements concerning product;

Making untrue statements concerning a competitor;

Giving of premiums to obtain business;

Giving shippers of livestock the option of a two days' market;

Secret allowances in buying livestock;

Price discrimination or favoritism in buying livestock.

fair, and the shippers' option of market shall be confined to one of two days; i.e., day of shipment or day of arrival, which shall be elected at time of the trade.

"J. Secret allowances of any kind to sellers of livestock, whether it be allowances of weight, price or shrink, for the purpose of inducing livestock producers to sell only to one buyer, is an unfair method of doing business.†

†Willard C. White, chairman of the committee, reports that it has nothing to add at this time. The resolution, therefore, stands approved by the Executive Committee for submission to the industry in the form shown in paragraph J.

"K. Price discrimination or favoritism shown to any individual or organization selling livestock by any buyer of livestock, which works to the disadvantage of any other individual or organization selling livestock on the same

market, causing an unjustly or uneconomically discriminatory condition on such market, is an unfair method of doing business."

Will Consider Other Resolutions.

Another meeting of the Executive Committee will be held at some time before September 1 to consider additional recommendations which have been presented.

"These eleven resolutions as approved by the Executive Committee will be submitted to the entire industry for adoption at a trade practice conference next fall," states President Wm. Whitfield Woods, adding that "if adopted at this conference and approved by the Department of Agriculture, they will become trade rules."

In transmitting the resolutions to the membership President Woods states:

Here Is a Suggestion for Merchandising Heavy Bellies

More than once recently THE NATIONAL PROVISIONER has called attention to the fact that in these days good merchandising methods and headwork in the sales department are just as necessary to profitable operation as are products of high quality.

This is not theory. Frequently there comes to light an ingenious method used by a packer to move a certain product for which other packers are unable to find a profitable market.

Not long ago reference was made to a plan by which a packer selling lard in warm countries built up a profitable business by putting the product in cans. The customer had only to punch two holes in the top and pour out the contents. The convenience of the package induced the consumer to buy.

One packer built up his sausage business by inducing retailers to try his products in their homes. They found it first-class, and did not hesitate to recommend it to their customers.

Another was able to develop a good market for bacon ends—by-products of the bacon slicing room—by packaging them attractively and labeling them "Bacon Tid-Bits."

How He Moved Heavy Bellies.

How one packer was able to dispose of a large stock of heavy bellies by abandoning old selling methods and adopting new tactics was told recently. His plan may be interesting to other packers at this time, when heavy bellies are moving out none too freely.

This packer's plan was to cut in half lengthwise the 10@12 and 12@14 averages. Both halves were wrapped separately in parchment paper, the belly or

leaner half being tied with red string, and the back half or fatter side with blue string. The use of string of two colors was for identification purposes.

The sales plan provided for selling, if possible, equal numbers of both halves. But in no case were the salesmen permitted to sell belly halves only.

They were instructed to advise their customers that in buying these heavier averages in two parts they were in reality purchasing three grades of bacon.

Could Supply Three Grades of Bacon.

For the consumer who desired the average run of bacon the retailer could supply him with alternate lean and fat slices. Those who desired lean bacon could be supplied from the belly half at a price 2 or 3c higher than the average price. The consumer who wanted a cheaper grade could be furnished with the back half bacon at a correspondingly lower price.

Sides heavier than 10@12s and 12@14s were not merchandised in this manner, as in the higher averages the back half takes on the character of a fat back, and is hardly suitable in itself for use as bacon.

This plan of disposing of these 10@12 and 12@14 averages was very successful, and enabled the packer to move quickly a stock that was becoming burdensome, and for which there was a very slow market.

It is a plan that might enable some other packers to achieve similar results, particularly at this time, when greens and many vegetables ordinarily cooked with meat are in season, and with the harvest season but a short time away.

"The foregoing resolutions were approved by the Executive Committee at a meeting held June 24, with F. S. Snyder, Chairman of the Board, presiding. On the same occasion a number of other resolutions were presented to the Executive Committee by the Commission on Elimination of Waste after study by appropriate committees of the Institute or appropriate sections of the Commission and after hearings had been held in the cities previously mentioned.

"All of the recommendations regarding credits and collections, standardization of quantities to which differentials shall apply, and scattering of retailers' purchases, were referred to the Commission for additional study.

Members Made Many Suggestions.

"At the regional meetings held in Los Angeles, Arkansas City, St. Louis, Cedar Rapids, Chicago, Indianapolis, Nashville, Cincinnati, Cleveland and New York, an opportunity was given to members to express their opinion of the resolutions and to submit additional suggestions. A number of suggestions were received, and have been referred for study and a report to the Commission on Elimination of Waste or divisions of the Institute affiliated with it.

"It should be encouraging that not only the Executive Committee but practically all of the scores of members who participated in the regional meetings have been able to agree on a majority of the resolutions in the first set recommended by the Commission on Elimination of Waste. Some of those referred for further consideration were sent back on recommendation of the chairman of the Commission himself. The membership is pretty well united in support of the proposals approved by the Executive Committee.

"Moreover, the industry has been giving to Chairman White and his colleagues the attention which the importance of the subject deserves. The regional hearings were well attended, the interest was keen, the participation was broad and vigorous. When the Executive Committee (as the members had done) found differences of opinion on some of the resolutions they did not dismiss them, but referred them for further consideration and agreed to hold another meeting not later than September 1 to consider the new recommendations.

"The industry can fairly claim that it is making progress on its program to eliminate unfair competition and to reduce uneconomic practices by a trade practice conference of the entire industry to be held at the time of the convention."

Two Men Lived for a Year on Nothing but Meat

Arctic Explorers Complete Tests Which Explode Mistaken Theories About too Much Meat in the Diet

Two men have just completed successfully a year's trial of an exclusive meat diet.

The test was made under normal living conditions in New York City, and while the men pursued sedentary habits and took little exercise.

They came out of it in fine shape—which may be of interest to those under the spell of the "Don't eat meat" bogies.

In fact, they struck a severe blow at a medical theory which has been held unassailable.

These men are Vilhjalmur Stefansson, the Arctic explorer, and his fellow explorer, Karsten, Andersen.

Directed by Group of Scientists.

The experiment was conducted at the Russell Sage Institute of Pathology, on funds supplied by the Institute of American Meat Packers, with the general direction of a committee of scientists of which Dr. Raymond Pearl of Johns Hopkins University was chairman.

The significance of this remarkable experiment is summarized by Dr. C. R. Moulton, Director of the Institute's Department of Nutrition, in a bulletin just transmitted to Institute members by President Wm. Whitfield Woods. In his summary Dr. Moulton says:

"The prevailing opinion among physicians has been, and still is, that a small quantity of protein (especially meat protein) should be eaten by man for good health and economy and that larger amounts will lead to disturbances of health of a more or less serious nature. The experience of the Eskimos and other meat eating races has been thought not to disprove the validity of this point of view because of the climate and living conditions which prevail where the all-meat diet is used.

An Old Idea Challenged.

"This experiment, carried out in the temperate climate of New York City, with two men of sedentary habits who were writing and doing other types of brain work along with only moderate amounts of exercise, is a most effective challenge to the point of view expressed above. These two men lived their usual lives while on the all-meat diet without any noticeable effect upon their health.

Full physical and mental vigor were maintained.

"This shows that such a diet will not be harmful and that there is, therefore, no need of following the low protein diets sometimes prescribed as necessary to health. If these subjects showed any effect of the diet, it was in the direction of an improvement in health.

"It should not be argued, however, that one should go on an all-meat diet or should eat large amounts of meat in order to improve one's health. But it may well be argued from the experiment that meat may well be used in the mixed diet without any necessity of keeping the quantity down to the small amounts which some have advocated."

Suggested by Stefansson Himself.

The experiment was undertaken as a direct result of a suggestion made to the Institute by Stefansson himself, who, it will be recalled, lived for several years during his Arctic travels on a diet composed principally or exclusively of meat.

Stefansson discussed his proposal with Dr. C. R. Moulton, director of the Institute's Department of Nutrition, and with the Committee on Nutrition, of which W. D. Richardson is chair-

man. The Committee recommended that an appropriation be made to defray the costs of the investigation. The Executive Committee approved this and the experiment was undertaken.

Details of the investigation and its effect on the subjects are outlined by Dr. Clarence W. Lieb, of New York, in an article in the *Journal of the American Medical Association* of July 6. A summary of this article, prepared by Dr. Moulton, is given here.

It is expected that further reports dealing with specific aspects of the study will appear soon in various technical journals.

Year on a Meat Diet

(Summary of article by Clarence W. Lieb, M.D., on "The Effect on Human Beings of a Twelve Months' Exclusive Meat Diet.")

Two Arctic explorers, Vilhjalmur Stefansson and Karsten Andersen, ate an exclusive meat diet for a year in and around New York City.

During this time they were under frequent observation by physicians, and for considerable lengths of time at the beginning and at the end of the experiment were under very careful and intensive study. The studies included careful examination of the blood, urine and feces as well as of the food and of the total bodily processes.

After a preliminary period of observation, Stefansson began the all-meat diet on February 28, 1928, and continued until March 8, 1929. Andersen began the all-meat diet January 23, 1928, and continued through January 24, 1929.

At the beginning Stefansson experienced two days of diarrhea, with some nausea and discomfort, resulting from an attempt to consume a diet of all lean meat with no fat. (He had predicted that such a diet would affect him adversely.)

Needed Fat with the Lean.

Fat was then added and the illness disappeared. Later in the year he contracted a very mild and short attack of grip when in a community where the grip was very severe and the mortality great.

Andersen contracted one slight cold late in April and was slightly ill for about two days. It had been his experience in Florida to have a succession of colds each winter.

After the close of the meat-eating



ATE NOTHING BUT MEAT FOR YEAR. Stefansson and Andersen, famous Arctic explorers, who made the test.

experiment Andersen contracted pneumonia, probably by a cross infection from other cases of pneumonia in the hospital. He made a very rapid and complete recovery, although the type of pneumonia was one in which mortality is usually high.

The Clinical Summary.

Dr. Lieb in his article gives the following summary of clinical data:

"Weight.—Stefansson lost 2.5 kg. during his year on the exclusive meat diet. Some of this loss he considered excessive weight. Andersen lost 3 kg. up to his attack of pneumonia.

"Caloric Intake.—Stefansson averaged about 2,650 calories a day, 2,100 calories consisting of fat and 550 of protein. Andersen averaged about 2,620 calories a day, 2,110 calories consisting of fat and 510 of protein. Carbohydrate in the meat varied between 20 and 50 calories a day.

"Blood Pressure.—Stefansson maintained a blood pressure of 105 systolic and 70 diastolic during the entire course of his diet. Andersen's blood pressure was 140 systolic and 80 diastolic on the completion of the year's diet.

"Vitality.—In neither subject was there a decrease in physical vigor. Both led sedentary lives throughout the experiment. No subjective nor objective signs or symptoms of a decrease in physical vigor was observed. The same holds true of their mental vigor.

"Heat Tolerance.—Andersen affirms that he endured last summer's heat, if anything, better than during former years.

"Appearance.—Both men appeared

ruddier at the end of the experiment than at the beginning.

"Hair.—Andersen noted that his hair stopped falling out shortly after the meat diet was started and that the progressive loss has been checked up to date.

"Teeth.—In either case has there been any deterioration of the teeth. The dentist who has watched these two subjects throughout the experiment noted a greatly increased deposition of tartar on Stefansson's teeth while on the meat diet than formerly. This is interesting in view of the low calcium content of meat. There was also a notable absence of pyorrhea in both subjects.

"Bowels.—Andersen's bowels have remained normal throughout the diet regimen and required practically no catharsis. Stefansson, who has had a tendency to constipation while living in civilized communities, found no increase in this tendency while on the meat diet. An interesting point in this connection is that in both these men the stools were non-odorous and there was no evidence of gaseous distention or flatus at any time. The stools were somewhat below average size and usually formed.

"Pulse, Temperature and Sleep.—There was no variation from the normal and usual."

Comment on the Diet.

By preference a good amount of fat was eaten along with the lean meat by these two subjects. The diet did not appear monotonous to the subjects, who rarely craved for another food.

At first care was taken to secure fresh meat, but after two months both subjects ate the usual refrigerated mar-

ket meat. Some bone marrow and some liver were used and, at times on journeys when meat could not readily be obtained, Stefansson ate some eggs.

No milk, butter, sugar, lard or any food other than meat was eaten at any time except as just stated. The diet used contained from 100 to 140 grams of protein a day.

Laboratory Data.

In discussing the laboratory data, Dr. Lieb made the following statements:

"Weights.—Andersen weighed 60 kg. at the start. At the end of one month he weighed 58.5 kg.; at the end of the second month he weighed 60.5 kg.; after recovery from pneumonia 57 kg.; and three weeks later, he had regained his original weight.

"Stefansson's original weight was 72.5 kg. At the end of the first month it was 68 kg.; at the end of the second month it was 69, and at the end of the year's meat diet 69.4 kg. From April, 1928, to March, 1929, there was no change in weight. Stefansson's concluding weight after the calorimeter studies had been completed was 69.7 kg.

"Effects on Kidneys.—1. No albumin, casts or blood was found at any time during the course of the experiment.

"2. A red test on Andersen showed 55 per cent excretion at the beginning of the experiment; 62 per cent after recovery from pneumonia after completion of a year's meat diet. (The red test was not carried out on Stefansson.)

"3. Urea clearance showed 100 per cent plus.

"These tests would indicate an ability on the part of the kidneys to hyperfunction while on a meat diet.

"4. Roentgen examination of the kidneys before and at the conclusion of the meat diet did not show any change in size."

The chemical composition of the blood was little affected, except for a slight increase in uric acid and a temporary abundance of fat after unusual amounts had been eaten. The intestinal bacteria were simplified by the diet with no abnormal developments. No blood appeared in the feces and rarely any mucus.

KENTUCKY PACKER PASSES ON.

The packing industry learned recently with sorrow of the death of E. A. Eckert, president of the Eckert Packing Co., Henderson, Ky., at the age of 50 years. Death was due to heart trouble. He had been president of the company since the death of his brother, T. T. Eckert, both being active in the industry and interested in all forward movements. He leaves a widow, three sisters and a brother.

H. H. Farmer and E. C. Farmer, associates since 1918, will continue to carry on the business as heretofore. E. C. Farmer has acted as general manager since 1925, and H. H. Farmer has been stock buyer since 1925. There will be no changes in the personnel of the institution.

Business Men Advise Government on Distribution Census

Further steps toward the elimination of waste are to be taken in connection with the federal census plans now being organized. A group of leading business men and economists met this week at Washington with government officials to discuss methods for the elimination of waste in distribution.

The conference was called last week by Secretary of Commerce Robert P. Lamont who had previously appointed an advisory committee to cooperate with the department in formulating plans for taking the first national census, emphasized the fact that the managing director of the Associated Business Papers, Inc., was elected chairman.

The group was welcomed by Mr. Lamont, who described the distribution census as one of the most important phases of the work the department has in hand, and expressed the view that much material valuable in solving an outstanding problem would result.

William M. Stuart, director of the census, emphasized the fact that the

census of distribution was not a survey, but an enumeration. He pointed out that the enabling act did not define just how the information was to be collected, saying the bureau and department were therefore only too glad to have the advice and suggestions of such a large number of men representing business groups, and others who were familiar with the tremendous scope of the undertaking.

The first day's session was devoted almost exclusively to retail outlets. There was much discussion with regard to the scope of the census and the type and size of business establishments to be covered. The following resolution was approved.

"Resolved, that, in the opinion of this committee, the census of distribution should include, in covering retail trade, mercantile establishments which are engaged primarily in the purchase and sale of commodities; and, in the case of similar establishments which may be operated by manufacturers, it should not include service establishments."

Farm Board Organized President and Chairman Outline Policies to be Followed

No plans for farm relief in the way of farm loans have yet been made by the Federal Farm Board, which held its first meeting in Washington on July 15.

Loans will be restricted to marketing agencies owned and controlled by farmers. They will not be made to individuals, unorganized groups or private business enterprises, as provisions of the act creating the board make it obligatory that loans be granted only to farmer-owned and operated marketing agencies.

Eight members of the board, including Secretary of Agriculture Arthur M. Hyde, gathered at the White House to receive President Hoover's message before undertaking organization work.

The President called the attention of members of the board to the fact that by their individual appointments they had been invested with responsibility, authority and resources "such as have never been conferred by our government in assistance to any industry."

In outlining the work of the board the President said the fundamental purpose must be to determine the facts and to find a solution to a multitude of agricultural problems, important among which is the closer adjustment of production to need.

Permanent business institutions must be created for marketing, "which, owned and controlled by the farmers, shall be as so wisely devised and soundly founded and well managed, that they, by effecting economies and giving such stability, will grow in strength over the years to come.

"Through these efforts," he said, "we may establish to the farmer an equal opportunity in our economic system with other industry."

Can't Get Results Over Night.

The President expressed the belief that there was not a thinking farmer who does not realize that all this cannot be accomplished by a magic wand or an overnight action.

The first meeting of the board was devoted largely to a discussion or organization, and the selection of Chris L. Christensen of the Bureau of Agricultural Economics of the U. S. Department of Agriculture as secretary. In commenting on his appointment Secretary Hyde said that Mr. Christensen "has easily done more for cooperative marketing along the line of economic research than any other agency in the United States."

After a two-day session Alexander Legge, chairman of the board, issued a statement saying that the board had decided upon a program of direct con-

tacts with cooperative marketing groups at the earliest possible moment. Regional commodity meetings will be held wherever the need is apparent.

The board believes that its work, as directed by law and by opportunity, can best be done by working with and through established groups of farmers and by assisting, so far as may be possible, in the development of such groups where necessary.

To Promote Cooperation.

It is thought that in many instances a reduction in the cost of distribution of farm products can be accomplished through the development of widespread farmer groups for cooperative marketing, through greater efficiency in management of cooperative institutions, and through more direct avenues of trade between producer and consumer than now exist in many farm commodities.

A thorough organization of farmers for marketing purposes will put producers in a much better position to control the appearance of surpluses at their source, the board believes.

Many appeals for financial help are before the board, but it has announced that it will not be in position to give definite consideration to applications for loans, and that in the matter of loans it would deal only with officials of the cooperatives themselves. No association need employ counsel or other special representatives to gain a complete and sympathetic hearing of its problems.

Not to Compete With Banks.

The board will not attempt to displace private banking institutions and the federal intermediate credit banks in financing cooperatives engaged in marketing farm commodities. It is expected that cooperatives will exhaust

the lines of credit which may be obtained at reasonable rates from other institutions before coming to the board for assistance.

The new board plans to attend the meeting of the American Institute of Cooperation at Baton Rouge, La., on July 29, which will afford an added opportunity for conference with leaders in cooperative marketing.

The member of the board representing the grain interests has not yet been appointed, as the various grain associations have not been in agreement on representatives from whom the President could choose.

USE OF SIGNS IN MEAT PLANT.

How to get the 100 per cent loyalty, cooperation and interest of workers, from the head of the business to the humblest employee, is a task that has always engaged the interest of good executives.

Without this loyalty, cooperation and interest the quality of the products will not be the highest, regardless of the character of the departmental supervision, and costs will be higher and efficiency lower than would be possible otherwise.

The meat plant executive, in common with those of other industries, has this problem to deal with. But in the meat packing plant the character of the material handled, where so much depends on quality and appearance and where profits are dependent on the split cent, the problem assumes more than incidental importance.

How the full cooperation of employees can best be obtained is a debatable question. Employee representation, employee stock ownership, plant

(Continued on page 23.)



SIGNS KEEP THE NEED FOR QUALITY BEFORE PLANT EMPLOYEES.

In the Roberts & Oake plant, Chicago, five hundred enameled steel signs are used to impress the workers with the need for cleanliness and sanitation and the desire of the company that quality be built into every piece of merchandise. These signs are posted in all departments.

CANADA PACKERS' PROFITS.

Profits of Canada Packers Limited for the year ended March 27, 1929, were \$1,503,297.58, after providing for all expenses, bond interest, depreciation and taxes, but before dividends. Of this sum there is required for preferred stock dividends \$462,798, leaving \$1,040,499.58 available for the 200,000 shares of common stock.

Canada Packers Limited was organized August 15, 1927, and consists of the consolidation of the Harris Abattoir Company Limited, Harris Abattoir (Western) Limited, Gunns Limited, Canadian Packing Company Limited, William Davies Company, Inc., and the William Davies Company Limited and their subsidiaries.

It is estimated that savings totalling not less than \$1,000,000 annually have been made in coordination of plant work of the various companies in the consolidation and in elimination of expense.

This report, covering the first complete year since the consolidation, is regarded as a very satisfactory one, and one resulting in improvement in the company's liquid position. In view of this, the special loan of \$2,500,000 which was to be taken up in two years will be continued by the banks, and no permanent financing is at present contemplated.

Payment of preferred dividends of the company was resumed on April 1, 1929. It is expected that the deferred dividends of \$10.50 per share on the preferred stock will be paid at a not distant date, but at present the liquid resources of the company are being conserved.

Consolidated Balance Sheet.

The consolidated balance sheet as at March 27, 1929, of Canada Packers Limited is as follows:

ASSETS.	
Cash in hand, in transit and in banks....	\$ 157,854.33
Accounts receivable, less reserve for losses....	5,285,741.27
Inventories of packing-house products, produce and supplies, including advance payments on goods purchased, goods in transit and goods on consignment, less advances by consignees	8,878,070.24
Investments in related companies.....	1,003,518.35
Bonds of subsidiary companies held by them—\$253,200.00 at cost.....	247,111.33
Prepaid expenses.....	175,424.72
Sundry advances, deposits, balances receivable and advances to employees for expenses, etc.....	377,319.57
	\$16,125,639.81
Mortgages and sundry investments.....	311,973.64
Life insurance (cash surrender value \$88,409.00).....	110,464.50
Cash in hands of trustees for bondholders.	123,628.81
Land, buildings, leasehold, plant and equipment (based on appraisals 1919 to 1927)	19,244,127.83
Goodwill.....	4.00
Contingent liabilities in respect of paper under discount and sterling bills.....	275,000.00
	\$35,924,838.18

LIABILITIES.

Companies' bankers (secured).....	\$4,706,526.23
Accounts payable and accrued charges, including reserve for income tax.....	1,928,645.45
Accrued bond interest—	
William Davies Co. bonds, \$48,725.25 ..	
Harris Abattoir Co. bonds, \$59,088.00 ..	108,393.25
Shareholders and employees deposits ..	779,955.04
Dividend on preference shares for quarter to 30th Sept., 1927, payable 1st April, 1929.	115,939.25
	\$7,639,459.22
Special loan—secured by 6% first collateral trust bonds of Canada Packers Ltd.....	2,500,000.00
Funded debt—Canada Packers Limited:	
6% first collateral trust 20 year bonds due 1947 held by bankers as collateral as above	\$2,500,000.00
6% second collateral trust 20 year bonds due 1947 held by one of above companies	650,000.00
William Davies Co., Inc.:	
First mortgage sinking fund 6% 20 year bonds due 1942 ..	\$2,000,000.00
William Davies Co., Limited:	
6% first mortgage demand gold bond held as collateral to the bond issue of William Davies Company, Inc.....	\$4,000,000.00
Harris Abattoir Co., Limited:	
First mortgage sinking fund 6% bonds due 1947	5,893,400.00
	5,893,400.00
Minority interest of shareholders of subsidiary company	43,564.49
Reserve for depreciation and surplus on appraisals	9,211,530.21
	9,255,064.70
Capital stock:	
Authorized 100,000 7% cumulative redeemable preference shares of \$100.00 each; 200,000 common shares—no par value	
Issued and outstanding 66,114 cumulative preference shares*	6,611,400.00
199,974 common shares no par value	1,427,039.69
Surplus account	2,598,444.57
	10,636,884.26
	\$35,924,838.18

*Preference dividend has been provided to 30th September, 1927

Profit and Loss and Surplus.

Following is the consolidated profit and loss and surplus account statement for the year ending March 27, 1929:

Balance as at March 28, 1928.....	\$1,028,697.64
Adjustment re subsidiary company shares turned in for conversion....	1,512.67
	\$1,030,210.31
Reserve for claim—not now required	145,000.00
Profit on sales of properties and sundry adjustments	35,875.93
Net profit for year after providing for all expenses, bond interest, depreciation and taxes.....	1,503,297.58
	\$2,714,383.82
Dividend on preference shares declared for quarter to Sept. 30, 1927, payable April 1, 1929.....	115,939.25
Balance as at March 27, 1929.....	\$2,598,444.57

Officers of the company are J. S. McLean, president; E. C. Fox and T. F. Matthews, vice-presidents; S. G. Brock, secretary-treasurer; N. J. McLean, assistant general manager.

A. L. Laing, of Toronto, formerly with the Harris Abattoir Company, Ltd., has been appointed general sales manager for Canada Packers, Ltd.

STAHL-MEYER SHOWS BIG GAIN.

The semi-annual report of Stahl-Meyer, Inc., for the period ending June 30, 1929, shows net sales for the first six months of 1929 of \$4,627,570.09, against sales of \$4,086,319.44 by the independent companies for the same period of 1928, a gain of \$541,250.65, or 13.24%.

Net income available for common stock, after all charges, including reserves for depreciation and federal taxes, and after deducting dividend requirements on the preferred stock, was \$218,936.50, compared with \$149,814.18 for the same period of 1928, representing an increase of \$69,122.32 or 46.14%.

The consolidated balance sheet shows current assets of \$1,778,064.13 and total current liabilities of \$348,613.99, a ratio of better than five to one. The valuable good will and trademarks of the business are carried at One Dollar.

The consolidation of the businesses of Otto Stahl, Inc., Louis Meyer Co., Inc., and F. A. Ferris & Company, Inc., has accomplished splendid results not alone in increasing the sales volume, but in effecting many economies and improving efficiency.

The plants of the company are located at Third Avenue and East 127th Street, New York City; Wyckoff and Cooper Avenues, Brooklyn, N. Y., and at 262-272 Mott Street, New York City; with distributing centers in Poughkeepsie, N. Y.; New London, Conn., and Boston, Mass.

The directors are Otto Stahl, chairman of the board; George A. Schmidt, president; Louis Meyer, vice president and treasurer; Otto Weber, second vice president; Waldemar J. Neumann, secretary; Lester S. Abberley, attorney-at-law; H. Walter Blumenthal of Hallgarten & Co., bankers; Newman E. Drake, chairman of the board, Drake Bakeries, Inc., and Otto R. Stahl.

The statement shows that they are doing business with over 10,000 customers and that over 50% of their domestic sales are for cash. The officers of the company anticipate a better report for the second half of 1929 as this business usually shows a larger profit during the last half of the year.

NUCKOLLS BUSINESS GROWS.

The Nuckolls Packing Co., Pueblo, Colo., at a recent meeting of the stockholders elected the following board of officers and directors: President and treasurer, Mrs. G. H. Nuckolls; vice president and general manager, R. R. Pinkney; second vice president, D. V. Nuckolls; secretary, L. D. Harper. The directors are Mrs. G. H. Nuckolls, Marion Nuckolls, Ezra Nuckolls, Robert G. Bosworth and Arthur A. Shaver.

A quarterly dividend of one and one-half per cent was declared for each of the first two quarters of 1929. The company's volume shows a large increase over a year ago, and as the tradition established by Harvey Nuckolls always to sell at a profit is still observed, the profit showing has improved accordingly. The business continues under the personal direction of Mrs. Nuckolls and general manager Pinkney.

July 20, 1929.

THE NATIONAL PROVISIONER

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THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERSPublished Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, ChicagoOTTO V. SCHRENE, President.
PAUL I. ALDRICH, Vice-President.
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

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For Better Hog Quotations

An effort to make reported prices of hogs more nearly representative than they have been in the past has been inaugurated by the Chicago office of the U. S. Bureau of Agricultural Economics.

The hogs are quoted not only on the basis of class and grade, but weight selections within a range of 20 lbs. are quoted up to 310 lb. hogs. The next quotation covers a range of 30 lbs. and then of 40 lbs. Packing sows are quoted on a 40 to 50 lb. range.

The belief has been general that more refined weight specifications than those now in general use are needed for hog market reporting purposes. More than two years ago a movement was started to plan tentative weight classifications for hogs—packers, livestock producers and shippers participating. Many meetings have been held.

Now the bureau is prepared to furnish information on hog prices on the basis of these tentative weights to all who request it.

It is believed that quotations on this basis will furnish a much more intelligent idea of the actual prices being paid for hogs of given weights and grades on the Chicago market. Packers may find it of considerable advantage to request their quotations on this basis.

Less Items and More Profit

There is a strong trend in many industries toward simplification of lines and reductions in the number of items of merchandise manufactured and sold. Such simplifications and reductions lead to better merchandising efficiency and lower production and selling costs.

This simplification of lines has been found profitable in many cases in meat packing plants.

One packer reduced his line of frankfurts from eight to two.

Another packer cut down the number of styles of bacon packages from eight to four.

Still another, who made a large variety of "ready-to-serve" specialties, found on investigation that several items were unprofitable because of small volume, and he discontinued their manufacture.

In all of these cases production and selling costs were reduced and profits increased.

One packer who has been giving some thought to the wrapping and packaging of fresh meats fears that general adoption of the practice may tempt many packers to put on the market more lines of merchandise than they can find profitable markets for, and that can be manufactured in a volume sufficient to secure economical production costs.

The packer who specializes in a few products, and devotes his time and energy to building quality into them and merchandising them efficiently, will find in wrapping and packaging plenty of opportunity to grow and expand, he says.

On the other hand, he predicts that the packer who makes a large variety of products in small quantities will find that his costs to produce and market them will be so high that he will be unable to compete with concerns specializing in them and producing them in large quantities.

Flaying the Frankfurt

No meat product has ever been subject to more abuse than the humble weinerwurst. It is the handy victim of the newspaper paragrapher and the idealess cartoonist. But the humblest worm turns sooner or later, and it seems to be time for this sausage to turn on its detractors.

In a recent editorial a New York newspaper says that what "was once a piece of succulent sausage today is frequently little better than a turgid, shrivelled section of gas jet hose." It refers to the push-cart product as "so pitifully undernourished that we always want to throw the poor things back," and to the roadside stand kind as "either cold as a custom guard's heart or kilned to a terra cotta finish."

This is smart writing, calculated to provoke amusement and exaggerated for effect. But it is also food for thought, especially for the packer or sausagemaker whose notion of frankfurt production is volume and margin. He knows what there is in these attacks, and how far he is responsible.

Producers of high-grade frankfurts employ thousands of people and have millions of dollars invested in the business. They are of the opinion that, so far as the frankfurt is concerned, the joke stage is passed. One of them, president Frank M. Firor of A. Gobel, Inc., writes to the newspaper printing this attack that "innuendoes, sneers and jeers at an entire trade without trustworthy evidence are unfair," and asking the editor if he would judge beefsteak by the kind served to him in an Eleventh avenue "speakeasy."

He calls attention to the government-inspected products of reputable firms served on the highways and elsewhere, backed by scientific authorities and dietary tests, and made in sausage kitchens superior in sanitation and attractiveness to most hotel kitchens.

Nothing ought to be maligned because it is popular, says he. Not even the frankfurter. He wants a show-down and an investigation to prove his statements. He is not likely to get it, at least not from the newspapers.

Meanwhile the consumption of quality frankfurters goes on increasing. It would be a good thing for the sausage business if it was 100 per cent of frankfurt volume.

Practical Points for the Trade

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Use of Sausage Machines

An Eastern meat dealer plans making sausage and wants to know the merits of the various types of equipment. He says:

Editor The National Provisioner:

I am contemplating going into the sausage business and would like to know which varieties of sausages are better manufactured by the worm grinder, the rocker, silent cutter or cone cutter.

This inquirer asks the kinds of sausages for which the different types of sausage equipment are used.

Frankfurts, wieners and bologna are the most popular sausages for which the grinder and the silent cutter are used.

Pork sausage, minced ham, Polish sausage, mettwurst, salami and cervelat are the products the meat of which is put through the grinder only.

The rocker is used for all summer sausage, fancy pork sausage, fancy minced ham, fancy mettwurst and meat loaves.

The worm, knife and plate grinders and the worm and cone grinders are used for the same purpose. It is merely a matter of choice on the part of the manufacturers of the particular equipment, some believing that one kind has an advantage and some the other.

The silent cutter is necessary for all fine-cut sausage, but the meat must be ground first through the $\frac{1}{8}$ or $\frac{7}{64}$ in. plate.

Practically all high-grade coarse-cut sausages are made with the rocker rather than the grinder, as the rocker makes a sharp clean cut similar to that of the knife.

Cracklings for Sausage

A sausage maker wants to use edible cracklings in his sausage, asking if this is a good plan and, if so, how they should be used. He says:

Editor The National Provisioner:

Can we use edible cracklings in sausage manufacture? If so, please tell us in what proportion they should be used and the method of manufacture. Our plan is to use the cracklings from lard made by the dry method.

The use of ground edible cracklings in the manufacture of sausage is growing. This product has been found to be a good filler, an efficient binder and a tasty and nutritious lean meat substitute when the cracklings are produced in the manufacture of lard by the modern methods of rendering.

Following has been found to be a good method for using cracklings:

For a 150-lb. block, use 137½ lbs. of chopped meat and 12½ lbs. of

ground edible cracklings. After the water and ice have been chopped in, say 40 lbs., add the dry cracklings and then gradually the additional ice or water until thoroughly mixed.

For 150 lbs. of meat, it has been figured that 40 lbs. is the normal absorption when sausage is made without the use of a binder. Cracklings will take up 2 to 4 lbs. of water for each pound of cracklings, about 3 to 1 making a good mixture. This brings the total amount of water or ice used up to 77½ lbs.

Another method is to make an emulsion, using 150 lbs. of hot water and 50 lbs. of cracklings mixed in a sausage truck until the cracklings are thoroughly softened. The mixture is then run into a cooler at 38 to 40 degs. overnight, and allowed to harden.

In making sausage this emulsion is cut into blocks, and by using 50 lbs. of the emulsion, the equivalent of 12½ lbs. of cracklings and 37½ lbs. of water is supplied. This, plus 40 lbs. of ice or water, brings the quantity added up to 77½ lbs. Some sausage makers prefer to add less water.

Cracklings produced from lard materials containing bone are not usable in sausage manufacture.

Sometimes cracklings for sausage can be bought on the open market, when packers producing them have a surplus above their own needs. Also it is possible for more packers to produce cracklings for this purpose, since the use of modern methods of rendering lard is on the increase, and therefore the available supply is larger.

Cooler Refrigeration

What is the proper humidity and air velocity in cold storage rooms for beef and hog carcasses where the brine spray system is used?

A Southern packer writes regarding this as follows:

Editor The National Provisioner:

Please advise as to what relative humidity and air velocity should be maintained in cold storage market rooms for beef and hogs for brine spray system. Also the direct expansion system. This has reference to carrying in storage after the meat has received its first chill.

The relative humidity in cold storage market rooms for beef and hogs for brine spray system should be 80 to 86 at 38 degs. F. (dry bulb temperature). It is preferable to have the humidity 86 to 88 to prevent shrinkage, provided the circulation of the air is sufficient.

Air change in beef and fresh meat coolers should be once in 3 to 5 minutes. High humidity requires rapid air circulation to prevent ceiling and wall condensation, also surface moisture on the meat.

It will be difficult to secure sufficient circulation except with well-designed brine spray ducts or with specially adapted air-cooling units.

Paraffine on Meat Bags

Paraffine scales from meat bags as a result of several things.

A Western sausagemaker is having the trouble and wants to know how to overcome it. He says:

Editor The National Provisioner:

We are having a lot of trouble with the paraffine scaling off of our meat bags. How can we overcome this? The bags are made of muslin.

Paraffine will scale from sausage meat bags if the bag is damp when the paraffine goes on, or if the paraffine is not hot enough when the bag is dipped. If the surface of the bag is damp, the paraffine is pretty certain to scale.

No. 1 white odorless paraffine may be used, of 114 to 116 melting point. This is heated to 210 degs. F. for bologna in cotton bags.

If it is desired to color the paraffine, butter color or fat yellow may be used. These color materials may be purchased from manufacturers or jobbers of vegetable colors.

There is another paraffine substance having a higher melting point than ordinary paraffine, but which it is claimed has many advantages over the product generally used. This special product is imported and comes in both the white and the yellow color.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Full directions and practical hints on buying and testing sheep, hog and beef casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Boiled Ham Shrinkages

The shrinkage in boiled hams has a marked influence on the profit to be made from these hams. Therefore all packers watch this shrink closely. A Southern packer writes as follows regarding a test made in his plant:

Editor The National Provisioner:

We have just been looking over your article in the issue of June 15 on "Cooked Ham Shrinkage."

The test shown in this article does not agree with a test that we made the other day. The following is a memo of our test:

107 S. P. hams—2,000 lbs. (shrinkage allowed).
107 S. P. hams, boned and fattened, 1,342 lbs.,
67.10 per cent.

	Lbs.	Per cent.
Boiled	997	49.85
Fat	515	25.75
Bones	190	9.50

You will note quite a difference in the percentage of cooked weight. Our hams made only 49.85, while your test shows 58.37.

We want to call your attention to the difference between fat and skin per cent on your test and our test. Does our test compare favorably with tests of other concerns? Any information you can give us on this will be appreciated.

This packer's test indicates that his hams were very fat, as the fat and skin trimmings weighed 515 lbs. or 25.75 per cent.

A test was made for THE NATIONAL PROVISIONER on 200 S. P. boiling hams weighing 4,180 lbs. net, trimmed fat and bone weighing 674 lbs. or 16.12 per cent.

Bones in this packer's test weighed 190 lbs. or 9.50 per cent, whereas in the other test they weighed 306 lbs. or 7.32 per cent.

The cooking shrink in this packer's test was 14.9 per cent, and in the other test, 15.67 per cent.

These tests show that the difference is in the amount of fat and bones and not in the cooking. In the test made in Chicago, the hams were cooked 35 minutes to the pound at 155 degs. F. by raising the temperature of the water up to 200 degs. F., turning the steam off and allowing the temperature to reduce to 155 degs., then holding there for 7 hours and 33 minutes until cooked.

The Chicago test lot of hams were rolled, tied, smoked and cooked in round retainers. It may be that this packer fattened his hams closer, removing all skin, and cooked them shankless in a flat or square retainer. This would account for much of the shrink. His cooking shrink is conservative.

BILL TO PROBE CHAIN STORES.

A bill to investigate chain stores was introduced into the United States Senate recently by Senator Tydings of Maryland, entitled "A bill to authorize and direct the Federal Trade Commission to investigate the practices of chain store organizations." The bill was referred to the judiciary committee. The Federal Trade Commission now has in progress an investigation of chain store operation and methods.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

HAM TESTING SCORE SHEETS.

As an aid in facilitating an accurate testing of meat products from experimental cures, the Department of Scientific Research of the Institute of American Meat Packers, of which Dr. W. Lee Lewis is director, with the cooperation of the Department of Home Economics, has worked out a series of score sheets for testing hams.

In the Institute bulletin which announced the preparation of these score sheets, it is suggested to members that the sheets be used in the interest of standardizing and recording the grading of such products in connection with experimental tests.

These score sheets, which have been very carefully worked out, are for use in the grading of the following products: boiled smoked cured hams, fried cured smoked hams, commercial boiled hams, uncured smoked hams, and baked cured smoked hams.

The sheets are conveniently arranged for quickly grading the products from experimental cures. For example, on the score card for baked cured smoked hams the major divisions are: "Color, 20 points," "flavor, 60 points" and "texture, 20 points," representing a perfect score totaling 100.

Descriptive material included under each of the weightings is intended as a guide to the desired qualities of a perfect ham. Under the division "flavor" it is indicated that the lean portion of the ham should be palatable and pleasant with a blending of sweet and salty flavor which is not pronounced in either respect. It is likewise indicated under flavor that the fat portion should be mild, sweet and slightly salty.

SIGNS IN MEAT PLANTS.

(Continued from page 19.)

papers, meetings, booklets, letters, etc., are detail activities in many such plans in use.

How to Use Signs.

Bulletin boards and signs of one kind or another can also be put to efficient use in this connection, the latter particularly when certain thoughts are to be impressed on the minds of workers.

But in these matters, as in many others connected with molding employees' opinions, the manner in which the signs are designed and maintained have much to do with the results.

Signs poorly designed and carelessly maintained, those permitted to become fly-specked and dirty, fail to impress. The psychology is that if the message is not presented attractively its importance cannot be great.

How One Packer Uses Signs.

Among meat packers who have used signs to keep certain facts prominently before their employees is Roberts & Oake, Chicago, Ill.

This company specializes in products of the highest quality, and insists that the workers understand this fact and give their best effort to the production of meats that are superior in every way.

The company's trade mark is a circle

in which appears in script the word "Roberts." Above this word is "Quality" and below it, "Always."

One of the signs conspicuous throughout the plant reads: "Our Promise!" This is followed by the trade mark of the company and the command, "We insist that you keep it up all ways."

Another sign frequently used calls employees' attention to the fact that food products are being handled and that cleanliness and sanitation are essential.

An official of the company, in commenting recently on the use of signs in a meat plant, said:

"Signs carrying a message directed to employees are important, we feel, in impressing on the minds of workers matters of policy and operation.

Keeping It Before Their Eyes.

"Even the most conscientious employees become absent-minded at times and forget instructions. Then, also, in the rush and hurry instructions and desires of executives are sometimes forgotten, slighted or ignored.

"It is impossible for the management to repeat by spoken or written word the things it is desired that the workers keep in mind. But when signs are used the important and vital messages are before them every minute of the working day. Even if the men and women in the different departments are inclined to pass over lightly these messages at first, they finally 'get' them and believe in them. Eventually the truth gets home."

This company has in use in its plant in the neighborhood of 500 signs. These, all of which carry the signature of C. J. Roberts, president of the company, are of porcelain enameled steel.

Signs of this type, the company has found, are very practical and economical for meat plant use. They are erected easily, are permanent and can be kept clean and legible with little trouble. When they become soiled they can be brought back to their original brightness by wiping them with a damp cloth.

MEAT THROUGH MICROSCOPE.

The fourth printed volume of the Institute of Meat Packing studies, "Meat Through the Microscope," by Dr. C. Robert Moulton, has just been published. Concerning this volume E. T. Filbey, director of the Department of Industrial Education of the Institute of American Meat Packers, and director also of the Institute of Meat Packing, says:

"This book gives some of the applications of chemistry, bacteriology, and other biological sciences to the chief problems of the packing industry. These include the curing and keeping of meats and meat products. Brief space is also given to the structure of meat and to nutrition and health problems.

"Although this book is based on careful research, Dr. Moulton has succeeded in presenting most of the material in non-technical language that can be easily understood by practical men in the industry even if they have not had formal training in science. The book should be helpful to anyone who desires to know more about the highly complex product with which the packing industry has to deal."

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OUR CUSTOMERS ARE OUR BEST SALESMEN

A Page for the Packer Salesman

Changing Conditions

Are Making the Salesman's Task Increasingly Difficult

Meat retailing has undergone considerable change during the past several years.

To what extent has this affected the salesman and his value to the industry?

One salesman is worried about the situation. He fears, if conditions continue their trend, that some other methods may be developed to sell meats to retailers and that the salesman may, of necessity, be dispensed with.

Read what he has to say in the following letter:

Editor The National Provisioner:

We are hearing much these days about the better merchandising of meats and meat products.

In any developments along this line, it seems to me, the problems of the salesman should be taken into consideration. The task of selling meats is daily becoming more difficult—that is, to sell them in sufficient quantities to make the time and effort devoted to selling them profitable.

Selling Meats More Difficult.

I have been in the meat selling game for the past fifteen years, and I believe my tonnage will average about as high as the next fellow's. But if conditions continue to get worse at the same rate as during the past several years, packers, it seems to me, may have to develop some other methods of disposing of their products. If this comes it will vitally concern me and every other meat salesman.

Salesmen who were in the game previous to 1918 have seen a great change in retailers' buying methods. On top of this, the cost of calling on the dealer has increased. More calls must now be made to sell the same tonnage as previously, and frequently the day is not long enough to get in enough calls to make a really satisfactory showing.

Today the size of the average order may run anywhere from 20 to 70 per cent of what it was before the war. This means that the salesman must call on anywhere from two to ten more retailers to sell the same amount of meat he formerly sold to one.

This takes more time and effort and, in the long run, discourages him and defeats his efforts. He finds himself narrowly confined on all sides, and comes to consider improvement in his

sales and profits as being almost hopeless.

The reasons for this condition are pretty well known. Before the war there were approximately 70,000 exclusive retail meat dealers. Today, it is estimated, there are about 20,000.

Before the war there were about 100,000 stores handling a variety of foodstuffs and which also handled meats. Today the number is in excess of 180,000. The character of meat retailing has undergone a radical change.

Less Capital with Meats.

The great bulk of the dealers handling meats are devoting a much smaller proportion of their total capital to their meat business and are utilizing a much larger proportion in other lines. A smaller area in each store is devoted to meats and meat storage, and the dealer must buy smaller

amounts because of his lessened facilities.

In large measure, customer preferences and customer buying habits, together with the competition of the chain stores, have been responsible for this situation. Housewives today want small quantities, and they like to do business at the store that has a large variety of the things they buy.

Where is the salesman to get off? It is certain that unless he can make a profit for the firm for which he works, he will be done away with and other means developed to sell meats.

Have any others in the game any ideas on this subject? A discussion of the situation in the columns of THE NATIONAL PROVISIONER would be helpful to all concerned, it seems to me.

Yours very truly,

PACKER SALESMAN.



MORE WORK.

By T. B. Bradley.

During a discussion with a friend a few days ago on the subject of salesmanship, etc., reference was made to a certain salesman who had made exceptional progress in his work and who stands "ace high" with his company.

I remarked: "This fellow Joe certainly must be an exceptional salesman."

"No," my friend replied, "he is not. As a SALESMAN he is quite ordinary, but as a WORKER he is exceptional. Long hours and a carefully-planned schedule are the secrets of his success."

If we could only learn this lesson and, like Joe, make up for our lack of natural selling ability with more real, honest-to-goodness work! The law of averages always asserts itself, and if we get in enough selling time—enough properly-planned and properly-executed sales effort—the results are certain to be satisfactory.

That is one solution, and a very certain one, to about 75 per cent of our troubles in selling meat products.

"Work and smile," or "More work and less worry" are fitting slogans for any salesman's program.

This is one of a series of "One Minute Sales Talks" by a sales manager with ideas and experience.

WAYS OF BUILDING VOLUME.

Many a salesman could be more active in promoting the sale of his company's products if he would do these things:

Watch the packaged products and see that those of your firm get an even break, as far as display is concerned, with those of competitors.

The retailer who tries out a product in his home and likes it will not hesitate to recommend that product to his customers. Get your retailers to try your products.

Help retailers with their mailing lists. See that pamphlets and other advertising matter of your firm intended for consumers is supplied to your trade, and make the effort to have retailers use it.

Don't hesitate to ask the dealer to use the store and window display matter put out by your company. Help him with a demonstration occasionally.

School children are especially receptive to suggestions. Don't neglect opportunities to bring the firm's products to their attention.

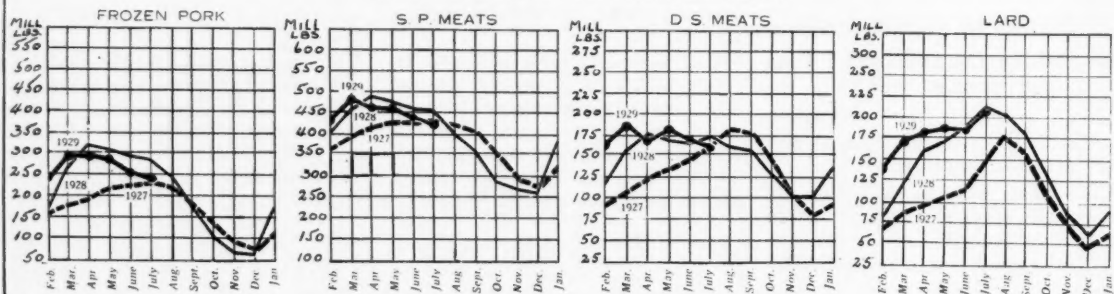
MEAT FOR SLIMNESS.

The present feminine fad for slimness should have no effect on the consumption of meat, since meat, leafy vegetables and fruits are the basis for a successful reducing diet.

This is information you can pass on to your customers, and which they in turn might profitably pass on to housewives. While these foods are relatively low in fattening properties they supply proteins, minerals and vitamins in abundance. And they satisfy!

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER, INC.

This chart in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series shows the trends of storage stocks of fresh and cured meats and lard during the first six months of 1929, compared with those of the two years previous. The trends are based on figures for the country as a whole, furnished by the U. S. Bureau of Agricultural Economics.

Stocks of frozen pork have been on the decline since April. While some fresh loins have moved into the freezer since the first of July, prior to that time the frozen loins were practically cleaned up, and packers find themselves in a generally good position so far as their supplies of frozen meats are concerned. Frozen materials for sausage manufacture have enjoyed a good trade, and much of the freezer accumulation would seem to be in the form of fresh product to be taken out and cured as needed. Much of this product has moved at a too reasonable price.

Stocks of pickled meats began their seasonal decline somewhat early this year, this decline starting in March and growing a little sharper in June. There was a broad trade on S. P. meats during the last two weeks of June. Hams enjoyed what were thought to be fairly good prices, but some believe these prices will look cheap later on.

The reports of Liverpool provision stocks show a reduction of some 50 per cent in American cut hams and some firming up of the market there. An active domestic trade developed on boiling hams the latter part of June, not only for immediate shipment, but liberal sales were made for delivery all through July. The activity in the heavy boiling hams has contributed considerable strength to the general situation.

Fat backs, jowls and butts are in larger supply in storage stocks than bellies, the latter having shown considerable decline, according to figures reported. The general situation seems to favor holders of dry salt meats when comparisons are made with the cost of live hogs and other commodities.

Lard stocks have mounted steadily since the first of the year, only a very slight decline being evident around the first of June, with a sharp upward movement to July 1. Stocks are only slightly below those of a year ago, and are well above the 1927 stocks on July 1. Throughout the year the hogs marketed have been of a quality to show a fairly high yield, and buying of lard in

round lots has not been especially active. The fact that foreign buyers placed their orders early may mean some improvement in the fall trade, with declines in stocks.

In general the industry's position regarding its storage stocks is strong. While just at present hog runs have been unusually heavy for this season of the year the continuance of these heavy receipts is not looked for. With higher hog prices and decreased numbers in prospect, packers should be in position to realize a fair profit on every pound of product in storage, including lard, *provided it is properly merchandised.*

STOCKS IN COLD STORAGE.

The figures on which the chart of storage stocks on this page is based are as follows:

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	128,585	396,414	117,962	60,243
Feb.	200,293	443,352	138,478	112,607
Mar.	232,131	484,349	150,079	152,485
Apr.	218,715	466,028	142,690	150,094
May	201,246	467,585	145,548	151,499
June	180,645	425,481	142,292	138,295
July	168,527	407,610	162,618	145,919
Aug.	131,985	378,227	164,374	145,924
Sept.	93,078	338,156	162,555	114,724
Oct.	54,455	294,592	128,288	71,338
Nov.	30,174	235,584	108,204	39,640
Dec.	20,995	260,641	98,695	38,311

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	57,960	294,642	119,617	42,478
Feb.	98,311	319,726	138,005	64,187
Mar.	120,115	345,001	144,071	76,145
Apr.	129,250	346,040	151,296	93,108
May	124,569	338,905	140,324	98,365
June	117,300	320,305	136,801	106,824
July	120,707	334,305	148,164	120,527
Aug.	133,104	340,687	168,882	155,572
Sept.	119,094	330,326	172,766	151,233
Oct.	77,673	298,106	143,572	105,538
Nov.	49,376	237,726	98,521	72,355
Dec.	55,294	267,787	67,060	40,826

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	97,050	306,904	98,263	49,992
Feb.	149,806	352,051	86,305	69,495
Mar.	177,876	392,642	101,156	77,103
Apr.	193,343	418,724	124,714	92,090
May	204,608	435,967	129,637	99,611
June	211,496	432,492	143,082	111,777
July	220,085	444,775	167,248	146,250
Aug.	214,428	440,752	185,903	179,029
Sept.	180,979	407,511	178,121	167,309
Oct.	126,887	341,460	140,417	118,174
Nov.	76,788	290,261	100,640	71,609
Dec.	65,640	277,582	77,145	45,503

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	165,221	370,442	119,497	83,780
Feb.	263,707	490,266	159,769	121,354
Mar.	322,542	496,474	177,887	164,755
Apr.	323,408	496,322	178,012	164,506
May	306,951	480,069	173,652	179,088
June	289,825	450,878	169,665	186,073
July	285,720	453,342	174,909	214,405
Aug.	245,635	408,726	164,712	205,289
Sept.	174,206	352,630	155,990	178,226
Oct.	108,749	285,553	125,904	126,810
Nov.	66,049	264,317	101,173	82,432
Dec.	66,595	293,712	101,183	67,015

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	151,811	375,217	143,011	85,217
Feb.	245,788	424,921	167,561	140,526
Mar.	291,650	473,816	179,770	173,864
Apr.	289,754	453,452	178,595	178,228
May	285,110	452,808	185,580	184,748
June	256,453	442,512	172,446	188,688
July	247,064	433,336	163,948	200,104

Packers' Provision Stocks

Provision stocks as of July 16, 1929, as reported to the Institute of American Meat Packers by 89 companies (including 21 of the 25 largest), representing about 75 per cent of the industry, are summarized as follows:

Total stocks of pork, cured, curing, and frozen for cure, including lard, were 0.3% more than two weeks before; 5.5% less than a year ago. Total stocks, excluding lard, were 0.5% less than two weeks before; 6.1% less than a year ago.

Provision stocks as a whole show little change since June 29, although individual items show some variations. Dry salt stocks are up 5 per cent; lard stocks are up 4 1/2 per cent; pickled and frozen stocks are down about 2 per cent. The seasonal decline common in this period has evidently been interrupted by the abnormally heavy hog slaughter of the past two weeks.

Stocks of most items continue to show totals smaller than a year ago, though the difference is less pronounced than at the end of June. Total dry salt stocks are now only fractionally below last year; sweet pickle stocks are 6 per cent below last year; frozen-for-cure stocks are 11 per cent below last year; lard stocks are 2 1/2 per cent below.

Changes in Individual Items.

Stocks of dry salt bellies and fat backs have increased during the last two weeks, as is usual in July. There are now on hand fewer dry salt bellies but more dry salt fat backs and other dry salt cuts than a year ago.

Sweet pickled ham stocks declined
(Continued on page 45.)

Provision and Lard Markets

WEEKLY REVIEW

Prices Firm—Demand Fair—Hogs Advancing—Receipts Moderate—Quality Good.

The past week has shown continued firmness in the hog and products markets, with further advances. Prices are now at about the high of the month. The demand for product has been very good considering the high prices, and this has been reflected in the price of hogs and the price of other livestock.

The movement of hogs has continued fairly good but not sufficient to be a depressing factor in the market. The weights are better than last year which is possibly due to the relative price of hogs and the relative price of hams.

The monthly statement of product stocks showed a total of meats of 33,000,000 lbs. less than a year ago and a total stock of lard of 14,000,000 lbs. less than a year ago. The stock of lard, however, is 44,000,000 lbs. in excess of the 5-year average.

The movement of hogs at the 66 principal markets during the month of June showed a decrease of 317,961 and a decrease in slaughter of 188,391. Compared with the 5-year average, the decrease was 424,076 in the receipts, with a decrease in the slaughter of 325,121. Movement of other livestock also showed decreases.

Mutton Supplies Larger.

Cattle receipts for the month decreased 85,566, compared with a year ago with the slaughter decrease 34,340. Compared with the 5-year average, cattle decreased 199,061 and slaughter decreased 123,663. In calves the receipts for the month decreased 29,050 compared with last year and 73,541 compared with the 5-year average. Slaughter decreased 27,860 compared with last year and 77,932 compared with the 5-year average. Sheep and lambs showed a decrease in receipts compared with a year ago of 163,716 and a decrease in slaughter of 743.

The statement just issued by the U. S. Department of Agriculture on the mutton and lamb supply shows that in recent months the supplies have been larger than a year ago, the price being on a somewhat lower level. The increased reduction of mutton and lamb in the United States for the past few years has tended to decrease the already small quantities of imported lamb and mutton.

The export movement of hog products has been showing very little change. Exports of hams for the past week increased a little over last year, with bacon slightly less and lard slightly less. There is very little change in the total movement for the 6 months period to July 6, bacon increasing nearly 5,000,000 lbs. and lard increasing about 6,000,000 lbs.

PORK—The market at New York was quiet but rather firm, with mess quoted at \$31.50; family, \$36.00; fat backs, \$28.50@31.00.

LARD—A moderate trade but a rather steady market featured lard the past week. At New York, prime west-

ern was quoted at \$12.85@12.95; middle western, \$12.75@12.85; city, 12¼@12½c; refined continent, 13c; South America, 13½c; Brazil kegs, 14½c; compound, car lots, 11c; less than cars, 11¼@11½c. At Chicago, regular lard in round lots was quoted at 25 points under September; loose lard, \$1.10 under September; leaf lard, 152½ under September.

BEEF—Demand was fair and the market firm, with mess, New York, quoted at \$26.00; packet, \$25.00@27.00; family, \$28.00@30.00; extra India mess, \$42.00@45.00; No. 1 canned corned beef, \$3.10; No. 2 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 34 for later markets.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended July 13, 1929, are reported as follows:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended			Jan. 1, '29, to
	July 13, '29	July 14, '29	July 15, '29	July 13, '29
	M lbs.	M lbs.	M lbs.	M lbs.
Total	2,294	2,185	2,605	69,481
To Belgium	13	86	86	607
United Kingdom	1,955	2,144	2,181	56,582
Other Europe	1	5	5	842
Cuba	1	7	58	3,760
Other countries	325	29	280	7,690

BACON, INCLUDING CUMBERLAND.

	Week ended			Jan. 1, '29, to
	July 13, '29	July 14, '29	July 15, '29	July 13, '29
	M lbs.	M lbs.	M lbs.	M lbs.
Total	2,862	2,217	1,755	79,246
To Germany	213	163	80	5,729
United Kingdom	2,251	1,395	1,503	37,613
Other Europe	314	597	117	25,370
Cuba	1	9	1	6,390
Other countries	84	53	54	4,174

LARD.

	Week ended			Jan. 1, '29, to
	July 13, '29	July 14, '29	July 15, '29	July 13, '29
	M lbs.	M lbs.	M lbs.	M lbs.
Total	11,193	11,048	10,995	425,023
To Germany	1,444	3,122	1,404	111,596
Netherlands	919	204	1,015	21,954
United Kingdom	6,113	4,374	6,125	135,731
Other Europe	612	915	839	47,172
Cuba	1,237	1,468	1,585	42,697
Other countries	868	965	436	66,593

PICKLED PORK.

	Week ended			Jan. 1, '29, to
	July 13, '29	July 14, '29	July 15, '29	July 13, '29
	M lbs.	M lbs.	M lbs.	M lbs.
Total	355	319	296	20,498
To United Kingdom	29	102	5	3,546
Other Europe	97	59	2	1,584
Canada	167	101	270	4,802
Other countries	62	57	19	10,566

TOTAL EXPORTS BY PORTS.

Week ended July 13, 1929.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	2,294	2,862	11,193	355
Boston	24	5	321	27
Detroit	1,169	691	1,708	65
Port Huron	1,022	450	2,060	129
Key West	1	1	1,029	...
New Orleans	18	3	1,076	37
New York	63	1,713	4,969	97
Philadelphia	...	...	...	...

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom	1,955	2,251	1,444
Liverpool	877	1,907	116
London	885	116	3
Manchester	80	3	4
Glasgow	339	4	...
Other United Kingdom	174	221	...

	Lard, M lbs.
Exported to:	
Germany	1,444
Hamburg	1,444
Other Germany	...

July Hog Outlook

A significant decrease in hog products to be distributed during the next four months compared with the available supply of a year ago is looked for by observers of the U. S. Department of Agriculture.

This decrease is expected as a result of the smaller number of hogs to be marketed this fall as indicated by the spring pig crop, to the continuing good export outlet, to the smaller storage stocks of meats on hand, and to a consumptive demand as good as that of last year.

A good demand for pork products is expected to continue throughout the balance of 1929 and in 1930, at least until toward the latter part of that year.

Hogs are expected to be higher, and it is believed that the fall break in prices will be smaller and more gradual than that of last fall, due to a more normal distribution of marketings.

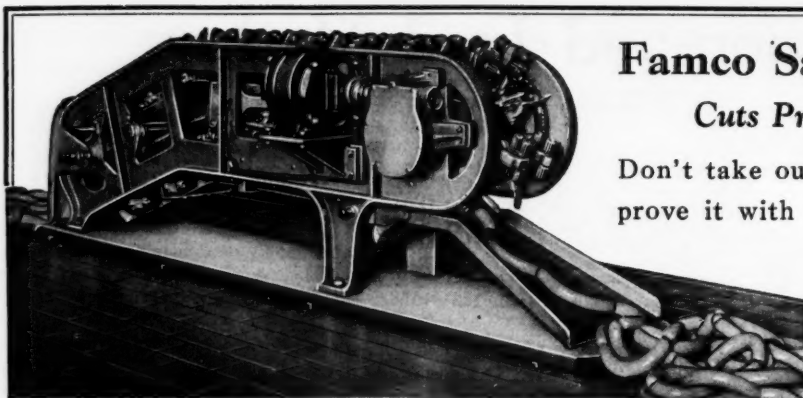
All of this indicates a good situation for the packer. He has paid about 20 per cent more for his hogs this year than last, while wholesale prices have been only about 10 per cent higher. Just at present hog slaughter is unusually heavy for this season of the year, but taking a long view it looks as if hog supplies would drop below those of a year ago, with consequent increases in cost.

Any packer who is not getting his money out of his storage stocks should study carefully the July hog outlook report of the U. S. Department of Agriculture.

The full text of the report is as follows:

Supplies of hogs for slaughter during the next 12 months are expected to be somewhat less than during the past year. Current storage holdings are smaller than the unusually large stocks in July a year ago. No marked change in either domestic or foreign demand is likely during the next 18 months. If producers respond to the situation as they have responded to similar situations in the past an increase in hog production probably will occur in 1930. A production in 1930 equal to that of 1928 would probably bring a price high enough to result in about an average corn-hog ratio.

While the June 1929 pig survey shows a decrease in the 1929 spring pig crop from that of 1928 of about 6 per cent for the Corn Belt States and 8 per cent for the United States, the survey reports have generally over-estimated the amount of change in the spring pig crop of the Corn Belt. The reduction in that area is probably not over 4 per



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cent which would be equivalent to about 1,600,000 head. Because of the very marked decrease in the spring pig crop this year shown in states outside of the Corn Belt that contribute to a considerable extent to the commercial supply of hogs (especially in the South Central area) the decrease in the inspected slaughter next winter and spring will probably be more than the indicated decrease in the spring pig crop in the Corn Belt.

The distribution of the marketings of the spring pig crop will depend largely upon the size of the corn crop and the relation of hog prices to corn prices. Conditions early in July point to a fairly favorable corn-hog ratio during the early winter, which has usually resulted in a smaller than average proportion of the spring crop being marketed before January and a larger than average proportion after January.

Storage supplies of pork and lard are smaller than the unusually heavy stocks of a year ago but they still remain above the five-year July average. Combined stocks of pork products and lard on July 1 were 1,045 million pounds, or 7.5 per cent less than on July 1, 1928, and 9.9 per cent larger than the five-year average. Pork products alone were 7.7 per cent less than a year ago and 6.3 per cent larger than the five-year average. Lard stocks, amounting to 200 million pounds, were the third largest on record for July, but 6.7 per cent less than the record stocks of a year ago. This decrease in storage holdings, combined with a probable decrease in hog slaughter, points to a significant decrease in hog products to be distributed during the next four months compared to last year.

(Continued on page 29.)

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for May, 1929, with comparisons, by the U. S. Bureau of Agricultural Economics are given as follows:

	—1929—	—1928—	—1929—	—1928—
	Per	Per	Per	Per
	Avg., 100	Avg., 100	Avg., 100	Avg., 100
	Lbs.	Lbs.	Lbs.	Lbs.
CHICAGO.				
Jan. ...	228	225	203	211
Feb. ...	228	230	205	213
Mar. ...	238	235	208	202
Apr. ...	241	233	204	196
May ...	239	234	206	196
June ...	239	239	202	197
July ...	239	251	205	211
Aug. ...	237	257	208	211
Sept. ...	237	251	205	212
Oct. ...	247	247	204	197
Nov. ...	238	238	203	197
Dec. ...	231	231	205	197
Year ...	237	237	205	197
KANSAS CITY.				
Jan. ...	242	240	237	252
Feb. ...	242	246	239	252
Mar. ...	244	243	232	257
Apr. ...	235	231	234	259
May ...	228	232	235	260
June ...	228	238	264	264
July ...	235	235	268	268
Aug. ...	241	241	268	268
Sept. ...	226	226	268	268
Oct. ...	224	224	264	264
Nov. ...	229	229	245	245
Dec. ...	237	237	258	258
Year ...	235	235	258	258
ST. PAUL.				
Jan. ...	224	207	216	210
Feb. ...	225	210	209	202
Mar. ...	229	212	206	203
Apr. ...	235	217	206	206
May ...	248	232	204	202
June ...	255	220	206	206
July ...	269	209	205	205
Aug. ...	268	209	203	203
Sept. ...	230	211	199	199
Oct. ...	230	218	198	198
Nov. ...	222	222	203	203
Dec. ...	221	221	200	200
Year ...	225	225	204	204
FT. WORTH.				
Jan. ...	224	207	216	210
Feb. ...	225	210	209	202
Mar. ...	229	212	206	203
Apr. ...	235	217	206	206
May ...	248	232	204	202
June ...	255	220	206	206
July ...	269	209	205	205
Aug. ...	268	209	203	203
Sept. ...	230	211	199	199
Oct. ...	230	218	198	198
Nov. ...	222	222	203	203
Dec. ...	221	221	200	200
Year ...	225	225	204	204

BRITISH PROVISION CABLES.

(Special Cable to The National Provisioner.)

Liverpool, July 18, 1929.—General provision market firm. Demand improving and prices advancing. Supplies very light. Fair trade on picnics. Square shoulders dull. Better demand for pure lard.

Friday's prices were as follows: Hams, American cut, 118s; Liverpool shoulders, square, 83s; hams, long cut, 113s; picnics, 78s; short backs, 92s; bellies, clear, 89s; Canadian, 119s; Cumberland, 90s; spot lard, 63s 9d.

EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, according to cable advices to the United States Department of Commerce. Receipts of lard for the week were 1,837 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 83,000, at a top Berlin price of 19.25c lb., compared with 95,000, at 15.79c lb., for the same week last year.

The Rotterdam market was improving because of the demand for vegetable oils.

The market at Liverpool was firm. The total of pigs bought in Ireland for bacon curing was 24,000 for the week as compared with 23,000 for the same period of last year.

The estimated slaughter of Danish hogs for the week ending July 12, 1929, was 81,000, as compared with 84,000 for the same period of last year.

LIVESTOCK AT 66 MARKETS.

Receipts and disposition of livestock at 66 leading markets during June, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
Total	971,397	567,305	387,634
June average, 5 years, 1924-1928 ..	1,170,458	690,988	465,091
CALVES.			
Total	472,145	333,440	140,478
June average, 5 years, 1924-1928 ..	545,686	411,372	142,406
HOGS.			
Total	3,229,604	2,060,535	1,148,855
June average, 5 years, 1924-1928 ..	3,653,680	2,405,656	1,249,147
SHEEP AND LAMBS.			
Total	1,749,257	1,019,589	739,983
June average, 5 years, 1924-1928 ..	1,758,895	958,670	802,472

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A distinctly stronger situation prevailed in the tallow market the past week, prices advancing under moderate buying, due largely to a good demand, firmness on the part of producers.

Extra New York sold at 7½c f.o.b., with intimations that buyers will pay 7½c f.o.b. Sellers were asking 7½c, and in some cases 7¾c, f.o.b. A sold-out appearance prevailed, and it was evident that not only the technical position was improved but that producers were sold ahead.

A stronger tallow market in the West, together with strength in other commodities, helped somewhat, while a firm tone prevailed in direct competing quarters. Sentiment was noticeably better and not a few were looking for still better levels in the near future.

At New York, special was quoted at 7½c; extra, 7¾c @ 7½c f.o.b.; edible, 8½c.

At Chicago, the market was quiet and very steady. Offerings were moderate and there was evidence of improved buying interest. At Chicago, edible was quoted at 8¼c; fancy, 8@8½c; prime packer, 8c; No. 1, 7¾@7½c; No. 2, 6¾c.

At the London auction on Wednesday, July 17, some 550 casks were offered and 133 sold at prices unchanged to 6d higher than two weeks ago. Mutton was quoted at 39s@41s 6d; beef, 39s @43s; good mixed, 36s 6d@39s. At Liverpool, Australian tallow was unchanged to 6d higher for the week. Choice was quoted at 40s 9d and good mixed at 40s.

STEARINE—The position of the market was quiet and about steady at New York, with some business for export having passed at 10c. Oleo was quoted at 10c nominal. At Chicago, the market was quiet but steady. Oleo was quoted at 9½c.

OLEO OIL—A small routine trade was reported in this market. This made for quiet conditions, but the tone was steady. Extra, New York, was quoted at 10½@10¾c; medium, 9½c; lower grades, 9¾c. At Chicago, the market was slow but steady. Extra was quoted at 10¾c.

See page 34 for later markets.

LARD OIL—While trade was quiet, the market was firm with raw materials. At New York, extra was quoted at 15c; extra winter, 13c; extra, 12½c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—With raw materials firm, the market ruled steady but trade on the whole was moderate. At New York, pure was quoted at 13½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—The position of the grease market was one of moderate trade but a firmer tone. Demand showed improvement at times but was slow on the whole. Offerings were not large and were firmly held, the result of strength in tallow and betterment in

other competing quarters.

Sentiment was more mixed as a whole, and with the larger sellers anticipating better levels, the market took on a stronger appearance. Consumers however, were slow in following bulges, but expectations were that greases would continue to follow the trend in tallow.

At New York, business passed in superior house at 7¼c, with sellers asking 7½c.

At New York, choice yellow and house were quoted at 6¾@7c depending on quality; A white, 7¼c; B white, 7c; choice white, 8¾@8½c.

At Chicago, the market was steady with trade quiet on the better grades, but demand for medium and low grades improving. Offerings as a whole were moderate. Sales of choice white grease at 8¼c c.a.f. New York, immediate shipment, were reported, while 15 per cent acid yellow grease sold at 7c, Chicago basis. At Chicago, brown was quoted at 6¾c; yellow, 6¾@7c; A white, 7¼@7½c; B white, 7¾@7½c; choice white, 7½c.

By-Products Markets

Chicago, July 18, 1929.

Blood.

Blood market appears to be a little higher and stronger. Last sales were at \$4.75, Chicago. Higher prices are being received for delivery in the West.

	Unit
Ammonia.	
Ground and unground	\$4.50@4.75

Digester Feed Tankage Materials.

Digester feeding tankage materials show a little more firmness than recently, but prices mainly nominal, basis \$4.75@5.00 and 10c, Chicago, for 7 to 12 per cent ammonia. Demand fair.

	Unit	Ammonia.
Ground, 11½ to 12% ammonia.	\$	4.75@ 5.00 & 10
Unground, 11½ to 12% ammonia		4.00@ 4.75 & 10
Ground, 6 to 8% ammonia		4.35@ 4.60 & 10
Unground, 6 to 8% ammonia		4.15@ 4.40 & 10
Liquid stick		3.75@ 4.00
Steam bone meal, special feeding,		
per ton		42.00@45.00

Fertilizer Materials.

The fertilizer materials market continues featureless with little or no trading. Ten per cent ground is offered for prompt and future at \$3.75 & 10c Chicago.

	Unit	Ammonia.
High grd. ground, 10@11% am.	\$	@ 3.75 & 10
Low grd., and ungr., 6-9% am.		@ 3.50 & 10
Hoot meal		3.50@ 3.75
Bone tankage, low grd., per ton		24.00@25.00

Bone Meals (Fertilizer Grades).

Fair interest in bone meals of fertilizer grade in past few days. Buyers show some interest in product, at steady prices.

	Per Ton.
Raw bone meal	\$50.00@55.00
Steam, ground, 3 & 50	31.00@32.00
Steam, unground, 3 & 50	29.00@31.00

Cracklings.

Unground cake and expeller cracklings are firmer at 95c to \$1.10 per unit protein, Chicago and Mid-West; last trading reported at \$1.10. However, prices somewhat nominal.

	Per Ton.
Hard pressed and exp. unground, per unit protein	\$.95@ 1.10
Soft prod. pork, ac. grease & quality	70.00@80.00
Soft prod. beef, ac. grease & quality	50.00@55.00

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade	\$75.00@150.00
Mfg. shin bones	50.00@130.00
Cattle hoofs	45.00@ 47.00
Junk bones	27.00@ 28.00

(Note—Forgoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatin and Glue Stocks.

Little trading reported in gelatin and glue stocks the past week. Prices are nominal, with buyers showing little interest, largely because of season.

	Per Ton.
Klip and calf stock	\$38.00@42.00
Hide trimmings	30.00@33.00
Horn piths	42.00@43.00
Cattle jaws, skulls and knuckles	42.00@42.50
Sineaws, pizzles	31.00@35.00
Pig skin scraps and trim., per lb.	@5c

Animal Hair.

Market for animal hair appears to be firming up slightly, with some activity in evidence lately. Sales of summer processed gray reported at 4½c, round lot; winter gray, 6c; black winter, nominal.

Coll and field dried	2 @ 2½c
Processed grey, summer, per lb.	4 @ 5c
Processed grey, winter, per lb.	6 @ 6½c
Cattle switches, each	4½@ 5½c

*According to count.

JULY HOG OUTLOOK.

(Continued from page 28.)

No material reduction in the present demand for hog products seems likely during the remainder of 1929 or in 1930. While per capita consumption of pork and lard from November, 1928, to May, 1929, inclusive, was 3.5 per cent less than in the corresponding period a year earlier and combined average wholesale prices were 10 per cent higher, retail prices were only 2 per cent higher.

United States pork and lard exports during the next twelve months will probably be as large as those of the past year but a reduction appears likely towards the end of 1930. There is no reason, however, to expect that United States exports in the next few years will attain the magnitude of those of earlier post-war years, since indications are that Europe is tending to maintain hog production at or above the pre-war level.

Hog prices are still on the upward

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

swing of the cycle which had its beginning early in 1928. Prices throughout the year to date have been well above those prevailing during the corresponding period last year. The average price of hogs slaughtered under Federal inspection in the seven months ending with May, 1929, was \$9.77 compared with \$8.52 for those slaughtered in the same period a year earlier. Although prices early last winter receded almost to the low levels of the winter of 1927-28 they started upward about mid-December and advanced more than \$3 per 100 pounds by the latter part of March. A slight recession from then until the end of May was followed by the summer rise now under way.

Last year many hogs which ordinarily would have been marketed in the summer were held over until fall because of the scarcity and high price of corn. This resulted in market supplies being smaller than usual during July, August and the first half of September, and relatively large from mid-September until early December. This unusual distribution of supplies caused prices to advance rapidly during the first part of this period and then to decline in the fall earlier and more than usual.

Feed conditions and other factors favor a more normal distribution of market supplies during the remainder of the present crop-year. The price rise now in progress is likely to continue over a longer period than it did last summer.

The price decline which comes in the late fall following the summer rise is expected to be more gradual and smaller than that which occurred last fall since marketings are expected to be more normally distributed. Prospective supply and demand conditions point to a higher average hog price for next winter and spring than the \$9.77 of the past winter and spring. The spread in prices between the winter low and spring high will probably be less marked than a year earlier.

If hog producers react to the situation as they have responded to similar conditions in the past there probably will be an increase in farrowings next spring. This, together with prospective European increases will tend to start prices on the downward swing of the cycle during the latter part of 1930.

An increase in the spring pig crop in the Corn Belt States in 1930 equivalent to the decrease of 4 per cent in the spring crop of 1929 would be in fair proportion to average corn production, and probably bring a price high enough to result in at least an average ratio to the price of corn, but not high enough to encourage any undue expansion of production in areas outside of the Corn Belt.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for eleven months ended June 30, 1929, compared to a year ago, as reported by the U. S. Census Bureau:

State.	COTTONSEED RECEIVED, CRUSHED, AND ON HAND (Tons).					
	Received at mills*	Crushed	On hand at mills	Received at mills*	Crushed	On hand at mills
	Aug. 1 to June 30, 1929.	Aug. 1 to June 30, 1928.	June 30, 1929.	Aug. 1 to June 30, 1929.	Aug. 1 to June 30, 1928.	June 30, 1928.
Alabama	268,233	296,167	266,995	294,693	1,351	2,257
Arizona	61,693	41,152	61,629	41,237	166	88
Arkansas	401,479	307,965	397,565	309,498	4,147	1,671
California	88,402	47,626	87,598	49,098	1,042	297
Georgia	408,591	442,934	408,128	443,727	937	1,589
Louisiana	208,831	154,732	203,091	165,311	5,857	49
Mississippi	625,556	540,992	606,738	541,634	22,817	12,029
North Carolina	305,234	302,444	304,905	303,027	431	171
Oklahoma	387,272	381,971	381,455	383,202	8,544	325
South Carolina	206,836	210,417	208,321	211,519	680	213
Texas	316,233	268,503	311,912	262,452	7,190	5,167
All other	1,705,982	1,616,396	1,703,667	1,542,513	15,109	7,814
	71,382	72,450	71,202	71,975	130	.....

*Includes seed destroyed at mills but not 21,972 tons and 89,784 tons on hand Aug. 1, nor 107,704 tons and 77,838 tons reshipped for 1929 and 1928, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Aug. 1 to June 30, 1929.	On hand		Shipped out		On hand
		Aug. 1, 1929.	Produced Aug. 1 to June 30, 1929.	Aug. 1 to June 30, 1929.	Aug. 1 to June 30, 1928.	
Crude oil (pounds).....1928-9	29,350,682	1,584,793,861	1,579,758,145	30,078,843	.....	.....
Refined oil (pounds).....1928-9	16,296,641	1,465,352,226	1,441,728,862	34,559,216	.....	.....
Cake and meal (pounds).....1928-9	1,335,968,223	1,430,184,833	1,430,184,833	1,431,100,474	.....	.....
Hulls (pounds).....1928-9	378,612,700	1,285,579,212	1,285,579,212	415,046,927	.....	.....
Cake and meal (tons).....1928-9	32,648	2,254,823	2,145,587	142,014	.....	.....
Hulls (tons).....1928-9	63,632	2,076,280	2,067,680	45,24	.....	.....
Linters (tons).....1928-9	29,291	1,340,639	1,290,933	87,997	.....	.....
Linters (pounds).....1928-9	168,045	1,312,650	1,434,208	45,892	.....	.....
Linters (pounds).....1928-9	43,994	1,072,555	1,015,542	101,007	.....	.....
Hull fiber (500-lb. bales).....1928-9	46,177	898,482	856,631	50,028	.....	.....
Grabbots, notes, etc. (500-lb. bales).....1928-9	2,775	76,216	77,153	1,858	.....	.....
	21,939	75,405	92,741	4,594	.....	.....
	1,903	47,947	39,759	10,091	.....	.....
	1,842	38,796	37,896	3,242	.....	.....

*Includes 3,093,476 and 4,998,513 pounds held by refining and manufacturing establishments and 3,290,632 and 6,076,090 pounds in transit to refiners and consumers August 1, 1928, and June 30, 1929, respectively.

*Includes 7,594,021 and 8,128,833 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 10,166,451 and 6,739,348 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1928, and June 30, 1929, respectively.

**Produced from 1,554,340,922 pounds of crude oil.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, July 18, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association as to their quantity selling programs, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlots, 26,000 lbs. and up.....	@11 1/4	
5,500 lbs. and up.....	@11 1/4	
Less than 5,500 lbs.....	@12	
South:		
Carlots, 26,000 lbs. and up.....	@11	
Less than 26,000 lbs.....	@11 1/4	
Pacific Coast:		@11 1/4
Salad Oil.		
North and Northeast:		
Carlots, 26,000 lbs. and up.....	@11	
5 bbls. and up.....	@11 1/4	
1 to 4 bbls.....	@12	
South:		
Carlots, 26,000 lbs. and up.....	@10 1/2	
5 bbls. and up.....	@11 1/4	
1 to 4 bbls.....	@11 1/4	
Pacific Coast:		@11 1/4

Cooking Oil—White.
1/4 c per lb. less than salad oil.

Cooking Oil—Yellow.
1/4 c per lb. less than salad oil.

it is doubted that any large tonnage will move to the mills against present products values at below \$40.00, and some think that \$45.00 Memphis is nearer.

At the opening there was considerable buying interest in cottonseed meal in the fall deliveries at \$39.00 or below, and a rather large tonnage traded in on this basis. Subsequent sales at steadily advancing prices, October selling up to \$39.95 and December to \$39.90 at the close. At the close the pit crowd felt that values might work above \$41.00, but there will be considerable resistance at \$40.00 or above. Meal will receive good support at present levels until mill selling becomes more general, or reports of a nature to encourage short sales.

MARGARINE PRODUCTION.

Production of margarine during April, 1929, with comparisons for the same month last year, as reported by margarine manufacturers to the U. S. Department of Agriculture, was as follows:

	April, 1929.	April, 1928.
Uncolored	25,999,351	22,336,302
Colored	1,445,516	1,288,331
Total	27,444,867	23,624,633

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the ten months ended May 31, 1929, according to the U. S. Census Bureau, with comparisons, were as follows:

	1929.	1928.
Oil, crude, lbs.....	20,065,055	47,490,593
Oil, refined, lbs.....	7,396,299	8,985,287
Cake and meal, tons.....	271,012	308,949
Linters, running bales.....	169,917	199,222

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)
Memphis, Tenn., July 17, 1929.

Cottonseed and meal strong, and average up about \$1.50 per ton. Seed opened sharply higher in sympathy with higher grains, cotton and oil, gaining strength as the market progressed on rather insistent buying by locals and some outside interests in the fall months on their cheapness against gross value and as related to cottonseed meal, which sold up to \$39.90 for the fall months. Cottonseed shows a gross possibility of very close to \$50.00, and

Vegetable Oil Markets

WEEKLY REVIEW

Market More Active—Tone Stronger—Cotton and Wheat Strength Factor—Rains and Weevil Feature—Lard Steady—Cash Oil Trade Slow—June Statistics Bullish.

There were indications the past week of more outside interest in the cotton oil future market on the New York Produce Exchange. This resulted in a somewhat better trade. The undertone was distinctly better, the result of buying and covering on strong outside markets, unfavorable weather south, and increasing weevil complaints. Commission houses and shorts were on the buying side, while the local bulls were noticeably more aggressive, being encouraged somewhat by the bullish June statistics and the strength in other commodities.

The lard market, however, covered narrow limits but was about steady in tone. Wire house brokers and interests with southern connections were on the buying side at times. Professional bears covered on the Government report, put their lines out again on the upturn but were later run in on the developments in the white commodity.

Offerings increased on the bulges with selling coming out through commission houses on resting orders, partly in the way of profit taking, while refiners' brokers were fairly good sellers on a scale up, particularly the distant months. It was noticeable that the bulk of the new business was going into the late positions. Some of the shorts around the ring in the nearby deliveries bought January as a hedge.

Consumption Increases.

The June consumption of 305,000 bbls. exceeded all expectations. Consumption was 223,000 bbls. last year. The consumption for 11 months this season totaled 3,337,000 bbls., compared with 3,123,000 bbls. the same time last year. The visible supply at the beginning of July was equal to 1,192,000 bbls., against 1,139,000 bbls. a year ago.

In some quarters it was figured that the report was a stand-off in that the

visible supply remaining on hand points to a carryover at the end of July of approximately the same size as the previous season. However, the big June distribution was a surprise, and while cash trade so far has persistently been reported as slow, the same was true in June to some extent. The large distribution last month, therefore, served to offset the complaints of dullness in the cash market.

The market rallied 35 to 40 points

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 18, 1929.—With little change in crop prospects or demand, cotton oil advanced sharply this week, being stimulated by a sensational advance in grains. Cotton later advanced on concentrated buying, due to some weevil complaints in the eastern belt and a short heat wave in Oklahoma and Texas. However, the situation there is somewhat relieved today. Crude, 7½¢ bid for Valley and Texas, with ¼¢ higher asked for small lots of nearby, less new crop offerings since the advance in cotton. Demand is better for bleachable, with only small lots offered on the basis of 8½¢ Texas. While buyers quote and are reluctant to bid higher, sentiment is much more friendly. The expectations are that July consumption of cotton oil will exceed the recent June figures, which were very good. This may cause oil to advance another ¼¢ @ ½¢.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 18, 1929.—Crude cottonseed oil dull with no trading. The same situation applies to cottonseed hulls. Cottonseed meal, \$39.25 for 41 per cent.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 18, 1929.—Prime crude oil, 7½¢ @ 7¾¢; all other commodities nominal. The market is quiet.

from the recent lows of the season. To some extent this upturn has been due to a better technical position. The long interest was reduced on the break, and the market at times took on a sold-out appearance, it being difficult to buy oil at periods when the outside market showed strength.

However, all in all, oil showed a tendency to follow the trend in cotton, taking its cue from the latter market as indicating the developments with the new crop. While the weekly weather report read rather favorably as a whole, the private reports on weevil were on the increase and there is considerable apprehension of a serious weevil situation developing with the proper weather developments for this pest.

There were scattered showers in the eastern belt, and heavy rains fell at times in sections while complaints of dryness came from parts of the western belt. The climatic conditions were watched very closely in view of the fact that the statistical position is pretty well known and the outlook for supplies during the coming season hinges entirely upon the new cotton production.

Consumers' Stocks Small.

Around the ring sentiment is more mixed than it has been for some time past. While some of the locals fight the advances, there are some aggressive operators who are bullish, and who worked freely with any outside encouragement. This, it is felt, will place the market in a more two-sided position, while at the same time the impression prevailed that on any further upturns improvement in consuming demand is more than a possibility.

The consumer has been out of the market for two to three weeks except in a very small way so that stocks in consumers' hands are believed to be moderate and will shortly need replenishment. The liberal visible supply is mainly in the hands of strong interests.

The Chicago lard stocks the first half of this month increased 5,360,376 lbs. totalling 108,199,894 lbs. compared with 119,087,000 lbs. at this time last year.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.

New York City, N. Y.

BROKERS

COTTON SEED OIL

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TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

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Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
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17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

COTTONSEED OIL—Market transactions:

Friday, July 12, 1929.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	960 a	.....
July	.....	.....	.....	955 a	975
Aug.	.....	.....	.....	950 a	975
Sept.	3700	982	974	975 a	976
Oct.	4700	980	975	974 a	976
Nov.	.....	.....	.....	955 a	970
Dec.	2100	980	967	972 a	970
Jan.	800	984	974	974 a	.....
Feb.	.....	.....	.....	975 a	990
Total sales, including switches 11,300					
bbls. P. Crude S. E. Unquoted.					

Saturday, July 13, 1929.

Spot	.....	.....	.....	960 a	.....
July	.....	.....	.....	960 a	975
Aug.	.....	.....	.....	950 a	975
Sept.	.....	.....	.....	970 a	977
Oct.	200	977	977	974 a	975
Nov.	.....	.....	.....	950 a	975
Dec.	.....	.....	.....	972 a	975
Jan.	.....	.....	.....	974 a	977
Feb.	.....	.....	.....	975 a	988
Total sales, including switches 200					
bbls. P. Crude S. E. Unquoted.					

Monday, July 15, 1929.

Spot	.....	.....	.....	950 a	.....
July	.....	.....	.....	940 a	955
Aug.	100	950	950	940 a	955
Sept.	1800	968	953	955 a	953
Oct.	1700	975	959	954 a	957
Nov.	.....	.....	.....	940 a	955
Dec.	1200	963	956	957 a	956
Jan.	500	973	964	960 a	963
Feb.	.....	.....	.....	960 a	975
Total sales, including switches 5,300					
bbls. P. Crude S. E. Unquoted.					

Tuesday, July 16, 1929.

Spot	.....	.....	.....	966 a	996
July	400	950	950	961 a	970
Aug.	.....	.....	.....	955 a	970
Sept.	800	969	955	968 a	.....
Oct.	200	969	960	968 a	969
Nov.	.....	.....	.....	955 a	970
Dec.	1500	967	955	967 a	.....
Jan.	.....	.....	.....	971 a	973
Feb.	.....	.....	.....	970 a	985
Total sales, including switches 2,900					
bbls. P. Crude S. E. Unquoted.					

Wednesday, July 17, 1929.

Spot	.....	.....	.....	975 a	1025
July	.....	.....	.....	975 a	1025
Aug.	.....	.....	.....	970 a	985
Sept.	2400	984	973	982 a	984
Oct.	3200	987	974	984 a	987
Nov.	.....	.....	.....	970 a	990
Dec.	2300	995	971	983 a	985
Jan.	8140	986	975	986 a	985
Feb.	.....	.....	.....	985 a	995
Total sales, including switches 16,000					
bbls. P. Crude S. E. Unquoted.					

Thursday, July 18, 1929.

Spot	.....	.....	.....	970 a	1025
July	.....	.....	.....	970 a	995
Aug.	.....	.....	.....	965 a	990
Sept.	.....	986	980	985	.....
Oct.	.....	986	985	984 a	986
Nov.	.....	.....	.....	970 a	974
Dec.	.....	986	982	982 a	983
Jan.	.....	990	984	985	.....
Feb.	.....	.....	.....	980 a	995

See page 34 for later markets.

COCOANUT OIL—The market ruled quiet but steady the past week, helped somewhat by tallow and light offerings. At New York, nearby tanks were quoted at 6½¢@7¢; shipment tanks 7½¢; Pacific coast tanks, 6½¢@7¢.

CORN OIL—While some business

passed at 7½¢ f.o.b. mills, the market was steadier later and quoted at 7½¢@7½¢ f.o.b.

SOYA BEAN OIL—A purely nominal situation continued to prevail in this market, with Pacific coast tanks quoted nominally at 9¼¢@9½¢.

PALM OIL—A moderate demand was in evidence, but offerings were light and the market ruled firm with lack of pressure of offerings from abroad and firmness in tallow. At New York, spot Nigre was quoted at 7½¢@7½¢; shipment Nigre, 7.35 to 7½¢; spot Lagos, 7½¢; shipment Lagos, 7½¢@7½¢.

PALM KERNEL OIL—While the tone of the market ruled firm with offerings well held, the demand was rather quiet. At New York, bulk oil was quoted at 7.70¢ and tanks at 7½¢.

OLIVE OIL FOOTS—The market was barely steady with trade moderate. At New York, spot foots were quoted at 9¢@9½¢; shipment foots, 8½¢.

RUBBERSEED OIL—Low grade quoted at 6¢ and higher grade 7¢ for shipment.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was rather quiet, but the tone was steadier with futures. Nominally store oil was quoted ¼¢ over September. There was little or nothing doing in crude oil which was unquoted in most sections during the week.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 17, 1929.

The local markets seem to be strong with tendency to advance. Blood is well cleaned out. Sales have been made at \$4.00 and buyers bidding for more at this figure.

The crackling market is a little firmer, and sellers are asking about \$1.00 for the 50 per cent grade and \$1.10 for the 60 per cent grade, with more buying interest being manifested.

Large sales of nitrate of soda have been reported at the new prices, and producers look forward to a big year in this material.

With the announcement of the new sulphate of ammonia prices for the coming year, buyers are showing more interest.

CHEMICALS AND SOAP SUPPLIES.

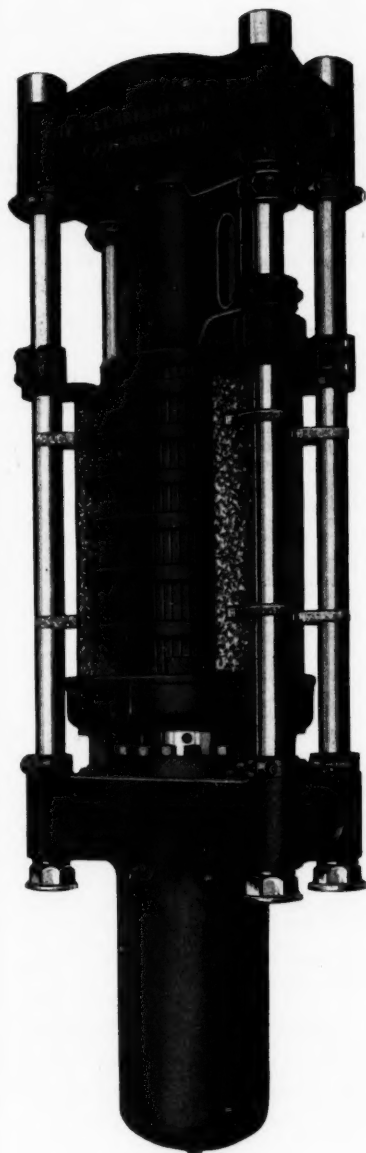
(Special Report to The National Provisioner.)

New York, July 16, 1929.—Extra tallow, f.o.b. seller's plant, 7½¢@7½¢ lb.; Manila coconut oil, tanks, New York, 6½¢ lb.; Manila coconut oil, tanks, coast, 6½¢ lb.; Cochiti coconut oil, barrels, New York, 8½¢@9¢.

P. S. Y. cottonseed oil, barrels, New York, 10¼¢@10½¢ lb.; crude corn oil, barrels, New York, 9¼¢@10¢ lb.; olive oil foots, barrels, New York, 9¼¢@9½¢ lb.; 5 per cent yellow olive oil, barrels, New York, \$1.15@1.20 gal.

Crude soya bean oil, barrels, New York, 11½¢@11½¢ lb.; palm kernel oil, barrels, New York, 8½¢@9¢ lb.; red oil, barrels, New York, 10¼¢@11¢ lb.; Nigre palm oil, casks, New York, 7½¢@8¢ lb.; Lagos palm oil, casks, New York, 8½¢ lb.; glycerine soap lye, 6½¢@7¢ lb.; glycerine, C. P., 13½¢@14¢ lb.; glycerine, dynamite, 10¼¢ lb.

ANCO QUICK ACTING HYDRAULIC CRACKLING PRESS



Patents Pending

300 to 400% increased capacity is obtained by the use of this new invention. The following comparison conclusively shows how these results are obtained.

Fewer Operations!

New ANCO

1. Load Press (while piston goes down).
2. Swing top platen in place.
3. Pressing operation.
4. Release pressure and swing top platen outward.
5. Discharge pressed cakes (from top of curb by raising piston).

Press ready for reloading.

Old Style Press

1. Load Press (built up from bottom of curb).
2. Swing top platen in place.
3. Pressing operation.
4. Attach chains to curb.
5. Lower bottom platen and insert curb jacks.
6. Discharge pressed cakes (from bottom by raising curb).
7. Attach chains to curb again.
8. Lower bottom platen and remove jacks.
9. Raise bottom platen to hold curb and remove chains.
10. Lower curb.
11. Swing top platen outward.

Press ready for reloading.

A substantial amount of your profits are dependent on grease recovery. The greatest amount is recoverable by the use of these Presses, resulting in an increase of 3 to 4% and in many cases much more.

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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were firmer the latter part of the week on commission house packers' buying, covering, firmness in hogs and a fair cash trade, but profit taking halted upturns.

Cottonseed Oil.

Cotton oil covered narrow limits and ruled steady with commission house buying and covering on weevil complaints, but with the market following cotton. Profit taking and refiners' selling of January halted bulges. Cash trade has improved. Crude, nominal.

Quotations on cottonseed oil at New York, Friday noon, were: July, \$9.75@10.25; August, \$9.65@9.90; Sept., \$9.86; Oct., \$9.85@9.87; Nov., \$9.70@9.80; Dec., \$9.83@9.86; Jan., \$9.85@9.90; Feb., \$9.85@9.99.

Tallow.

Tallow, extra, 7½@7¾c.

Stearine.

Stearine, oleo, 10c.

FRIDAY'S GENERAL MARKETS.

New York, July 19, 1929. — Lard, prime western, \$13.00@13.10; middle western, \$12.90@13.00; city, 12½@12¾c; refined continent, 13½c; South American, 13¾c; Brazil kegs, 14½c; compound, 11¾c.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended July 15, 1929, amounted to 4,557 metric tons, compared with 4,788 metric tons for 1928.

HULL OIL MARKET.

Hull, England, July 17, 1929.—(By Cable.)—Refined cottonseed oil, 35s; Egyptian crude cottonseed oil 31s 6d.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 18, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$23.50@24.50	\$24.00@24.50	\$24.50@25.50	\$25.00@26.00
Good	22.50@23.50	23.00@24.00	23.50@24.50	24.00@25.00
STEERS (550-700 lbs.):				
Choice	24.00@25.00		24.50@26.00	25.50@27.00
Good	23.00@24.00		23.50@24.50	24.00@25.50
STEERS (500 lbs. up):				
Medium	21.50@23.00	21.50@23.00	20.00@23.00	21.00@23.00
Common		20.50@21.50	18.00@20.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	24.50@25.50		24.50@26.00	
Good	23.50@24.50		23.50@25.00	
Medium	22.00@23.50			
COWS:				
Good	19.50@20.50	19.50@20.50	20.00@21.50	
Medium	17.00@19.50	18.00@19.50	17.50@19.50	18.50@20.00
Common	16.00@17.00	17.50@18.00	16.50@17.50	17.00@18.00
Fresh Veal and Calf Carcasses:				
VEALERS (2):				
Choice	25.00@26.50	26.00@27.00	28.00@30.00	27.00@28.00
Good	23.50@25.00	24.00@26.00	26.00@28.00	26.00@27.00
Medium	22.00@23.50	22.00@24.00	24.00@26.00	23.00@24.00
Common	20.00@22.00	20.00@22.00	23.00@24.00	
CALF (2) (3):				
Choice	21.00@23.00		24.00@26.00	
Good	19.00@21.00	20.00@21.00	23.00@25.00	
Medium	17.50@19.00	19.00@20.00	21.00@23.00	
Common	16.00@17.50	18.00@19.00	19.00@21.00	
Fresh Lamb and Mutton:				
LAMB (35 lbs. down):				
Choice	28.00@30.00	31.00@32.00	29.00@31.00	28.00@30.00
Good	27.00@29.00	30.00@32.00	28.00@30.00	26.00@28.00
Medium	24.00@27.00	27.00@30.00	26.00@28.00	24.00@26.00
Common	20.00@24.00	24.00@27.00	24.00@26.00	20.00@24.00
LAMB (39-45 lbs.):				
Choice	28.00@30.00	31.00@32.00	28.00@30.00	28.00@30.00
Good	27.00@29.00	30.00@32.00	27.00@29.00	26.00@28.00
Medium	24.00@27.00	27.00@30.00	26.00@28.00	24.00@26.00
Common	20.00@24.00	24.00@27.00	24.00@26.00	20.00@24.00
LAMB (46-55 lbs.):				
Choice			27.00@29.00	27.00@28.00
Good			26.00@28.00	26.00@27.00
MUTTON (Ewe) 70 lbs. down:				
Good	14.00@15.00	17.00@19.00	14.00@16.00	16.00@17.00
Medium	12.00@14.00	14.00@17.00	12.00@14.00	15.00@16.00
Common	11.00@12.00	12.00@14.00	11.00@12.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	24.00@26.00	27.00@28.00	24.00@27.00	26.00@28.00
10-12 lbs. av.	22.50@24.00	26.00@28.00	22.00@26.00	25.00@27.00
12-15 lbs. av.	19.50@21.50	22.50@24.50	20.00@23.00	22.00@24.00
16-22 lbs. av.	17.00@18.00	18.50@21.00	18.00@20.00	18.00@21.00
SHOULDERS N. Y. Style, Skinned:	16.50@18.00		18.00@20.00	19.00@20.00
PICNICS:				
6-8 lbs. av.		16.50@17.50		
BUTTS Boston Style:			22.00@24.00	23.00@25.00
4-6 lbs. av.	21.00@23.00			
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	10.50@11.00			
Lean	19.00@20.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at Chicago and New York. (3) Includes sides at Boston and Philadelphia.

HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange, at a regular meeting held July 15, 1929, fixed the following price differentials between the basis grade and the premium and discount grades of hides which may be delivered against Exchange contracts to prevail until further notice.

These differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August and September, and on hides taken off in the Argentine in the non-discount months of December, January and February.

The differentials on frigorifico hides are based on delivery ex dock including freight, insurance, weighing, bundling, taring, and financing.

FRIGORIFICO HIDES.

Cents per lb.
Steers 1.70 premium
Light steers 1.70 premium
Cows 1.70 premium
Ex. light cows & steers. 2.20 premium

PACKER HIDES.

Heavy native steers....1.00 premium
Ex. light native steers. No differential
Heavy native cows50 premium
Hvy. butt branded steers. .50 discount
Heavy Colorado steers...1.00 discount
Heavy Texas steers..... .50 discount
Light Texas steers.....1.00 discount
Ex. light Texas steers...1.00 discount
Branded cows1.00 discount

PACKER TYPE HIDES.

Branded cows & steers...1.25 discount
Native cows & steers...No differential

IMPORTS OF CATTLE HIDES.

Imports of cattle hides at New York, Boston and Philadelphia for the weeks ended June 15, 22, 29 and July 6, 1929, as reported by the New York Hide Exchange, with comparisons, were as follows:

Wk. ended:	New York.	Boston.	Phila.
July 6, 1929.....	33,208	1,023	4,060
June 29.....	50,398	1,301	2,150
June 22.....	28,054	13,628	16,151
June 15.....	77,825	8,047	
July 7, 1928.....	129,300	75,951	
Total for year:			
To July 6, 1929.....	608,723	149,170	
To July 7, 1928.....	1,524,987	800,947	

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended July 13, 1929, were 5,647,000 lbs.; previous week, 3,008,000 lbs.; same week last year, 3,328,000 lbs.; from January 1 to July 13 this year, 110,916,000 lbs.; same period a year ago, 120,836,000 lbs.

Shipments of hides from Chicago for the week ended July 13, 1929, were 4,951,000 lbs.; previous week, 4,558,000 lbs.; same week last year, 3,731,000 lbs.; from January 1 to July 13 this year, 121,869,000 lbs.; same period a year ago, 124,955,000 lbs.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 19, 1929, show exports from that country were as follows: To England, 181,851 quarters; to the Continent, 28,498 quarters. Exports of the previous week were as follows: To England, 77,274 quarters; to the Continent, 17,692 quarters.

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market is strong, and advances of $\frac{1}{2}$ c were established during the week on all branded steers and cows, as well as extreme native steers and heavy native cows. Heavy native steers sold steady early and, while light native cows as yet show no advance in price, the firmer situation is reflected by the fact that light cows dating back into May moved at unchanged price. The total movement during the week is estimated at around 70,000 hides, some packers reporting sales on a clean-up basis. Killers are entering the season of best quality of the year, with very little on hand in the way of unsold stocks, and demand usually broadens as the better quality hides appear on the market.

Spread native steers last sold at 20c in the East, for April-June take-off. About 2,800 heavy native steers, June-July take-off, sold at 18c, steady, and this is bid for more, with $18\frac{1}{2}$ c asked. One packer moved 3,000 July extreme native steers at $17\frac{1}{2}$ c, an advance of $\frac{1}{2}$ c.

A few cars of butt branded steers sold early at 17c, and around 7,000 Colorados at $16\frac{1}{2}$ c. One packer moved 1,000 heavy Texas steers at 17c and 900 light Texas steers at $16\frac{1}{2}$ c, all at $\frac{1}{2}$ c advance, and more could be moved on this basis, but killers claim to be sold up. Extreme light Texas steers quoted with branded cows at $16\frac{1}{2}$ c.

One car of July heavy native cows moved at 18c, an advance of $\frac{1}{2}$ c. One packer moved 1,800 mixed June-July light native cows late last week at 17c, and around mid-week another packer sold 9,000, dating May into early July, at 17c; bids of 16c declined early for branded cows and upwards of 30,000 moved later at $16\frac{1}{2}$ c for mixed June-July take-off; most packers well cleaned up on this description.

Last trading in native bulls was at $12\frac{1}{2}$ c for June-July take-off; branded bulls nominally $11\frac{1}{2}$ c.

SMALL PACKER HIDES—The local small packer hide market was about cleaned up to the end of July last week, as previously reported. All killers who sold received 17c for native all-weight steers and cows and $15\frac{1}{2}$ c for branded. Couple lots still unsold, and at least one killer has declined these prices for July hides, asking $17\frac{1}{2}$ c for natives and $16\frac{1}{2}$ c for branded, based on ability to sell October futures on the Exchange and deliver Julys on this basis. One small packer moved 600 July bulls, at $12\frac{1}{2}$ c for native bulls and 11c for branded.

In the Pacific Coast market, bids of 15c flat have been declined for June steers and cows, asking $15\frac{1}{2}$ c.

HIDE TRIMMINGS—Big packer hide trimmings quoted $\$36.00$ @ $\$37.00$, with one car reported sold equal to $\$37.00$ per ton Chicago basis; small packer trimmings quoted $\$33.00$ @ $\$34.00$.

COUNTRY HIDES—Market reported slightly firmer but prices have not followed the packer market and the wide spread between country and packer

hides continues. Buyers and sellers usually $\frac{1}{2}$ c apart. Good all-weights are in demand at $12\frac{1}{2}$ c but 13c generally asked. Heavy steers and cows slow and quoted at 12c, although some talk $12\frac{1}{2}$ c. Buffs reported sold at $12\frac{1}{2}$ c; some dealers decline this, asking 13c. Sales of 25/45 lb. extremes reported early at $15\frac{1}{2}$ c; more understood available, although 16c talked. The dull patent leather situation has been a depressing factor here. All-weight branded quoted $11\frac{1}{2}$ @ $11\frac{1}{2}$ c, less Chicago freight.

CALFSKINS—Packer calfskins last sold at 24c, northern basis, for June skins; more available at this figure.

First-salted Chicago city calf quoted nominally $21\frac{1}{2}$ c; last trading reported at 21c for 8/10 lb., and $22\frac{1}{2}$ c for 10/15 lb., on split weight basis. Mixed cities and countries quoted 19@20c; straight countries 17@18c.

KIPSKINS—Last sales of June packer kips were at $22\frac{1}{2}$ c for northern natives and 19c for branded. Some natives being offered at 22c, with over-weights quoted nominally at 20c, branded at 18c.

First-salted Chicago city kips were reported sold at $20\frac{1}{2}$ c early for one car; definite confirmation lacking but generally credited. Mixed cities and countries quoted $17\frac{1}{2}$ @ 18 c; straight countries 16@17c.

Packer regular slunks last moved at $\$1.40$, and this is bid in one direction. Hairless dull and trading awaited to establish market.

HORSEHIDES—Market about unchanged but slow; straight city renderers priced $\$6.00$ @ $\$6.25$, ranging down to $\$5.25$ @ $\$5.50$ asked for mixed lots.

SHEEPSKINS—Dry pelts quoted 20 @21c per lb. One big packer moved a small car, about 7,500 shearlings, at $\$1.17\frac{1}{2}$, running close to 80 per cent No. 1's, unchanged from last sale; straight No. 1's last sold at $\$1.30$ @ $\$1.35$, some time ago. Pickled skins continue unchanged; last trading in native lambs at Chicago was at $\$9.50$ per doz., straight run, and last sales at New York range $\$9.50$ @ $\$10.25$ for straight run native lambs. Small packer green lamb skins $\$2.00$ @ $\$2.10$ per cwt. live lamb asked.

PIGSKINS—Market dull on No. 1 pigskin strips and trading will be necessary to establish market; quoted $6\frac{1}{2}$ @ $7\frac{1}{2}$ c, nom. Occasional sale of gelatin stocks reported at 5c for fresh frozen and $4\frac{1}{2}$ c green salted.

New York.

PACKER HIDES—Nothing new this week in the packer market, all June hides having moved couple weeks back at $17\frac{1}{2}$ c for native steers, $16\frac{1}{2}$ c for butt brands and 16c for Colorados.

COUNTRY HIDES—Market continues dull; although firmer prices are talked. Buyers claim the situation on upper leather and patent will not permit them to pay the prices asked. Good 25/45 lb. extremes considered $15\frac{1}{2}$ c top, buff weights $12\frac{1}{2}$ @ 13 c; all-weights offered at 13c.

CALFSKINS—Market rather quiet but fairly firm. The 5-7's are quoted

$\$1.80$ @ $\$1.90$, inside figure last paid; 7-9's quoted $\$2.30$ last paid and $\$2.35$ asked; one car 9-12's sold at $\$3.10$ and $\$3.15$ asked.

New York Hide Exchange Futures.

Closing bid quotations on futures trading on the New York Hide Exchange for the days mentioned:

Saturday, July 13, 1929.—Aug. 17.50; Sept. 18.00; Oct. 18.25; Nov. 18.50; Dec. 19.15; Jan. 19.25; Feb. 19.25 nom.; Mar. 19.30 nom.; Apr. 19.30 nom.; May 19.35; June 19.35 nom. Sales 4 lots.

Monday, July 15, 1929.—Aug. 17.50 nom.; Sept. 18.10; Oct. 18.30; Nov. 18.40; Dec. 18.90; Jan. 19.10; Feb. 19.10; Mar. 19.10; Apr. 19.20; May 19.40; June 19.40. Sales 6 lots.

Tuesday, July 16, 1929.—Aug. 17.50; Sept. 17.90; Oct. 18.10; Nov. 18.40; Dec. 18.85; Jan. 18.95; Feb. 19.00; Mar. 19.05; Apr. 19.10; May 19.40; June 19.35. Sales 8 lots.

Wednesday, July 17, 1929.—Aug. 17.50; Sept. 17.95; Oct. 18.10; Nov. 18.30; Dec. 18.75; Jan. 18.90; Feb. 19.00; Mar. 19.05; Apr. 19.10; May 19.40; June 19.50. Sales 4 lots.

Thursday, July 18, 1929.—Aug. 17.50; Sept. 17.80; Oct. 18.00; Nov. 18.30; Dec. 18.65; Jan. 18.75; Feb. 18.90; March 18.95; April 19.00; May 19.40; June 19.50. Sales 4 lots.

Friday, July 19, 1929.—Aug. 17.50; Sept. 17.70; Oct. 18.00; Nov. 18.30; Dec. 18.60; Jan. 18.60; Feb. 18.80; Mar. 18.90; Apr. 19.00; May 19.35; June 19.40. Sales 7 lots.

(Future quotations by E. Lowitz & Co.)

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 19, 1929, with comparisons, are reported as follows:

	PACKER HIDES.		
	Week ended July 19, 1929.	Prev. week.	Cor. week, 1928.
Spr. nat.	@20	@20	@20 $\frac{1}{2}$
Hvy. nat.	@18b	@18	@24 $\frac{1}{2}$
Hvy. Tex. str.	@17	@16 $\frac{1}{2}$	@24
Hvy. butt.	@17	@16 $\frac{1}{2}$	@24
Brnd'd str.	@16 $\frac{1}{2}$	@16	@23 $\frac{1}{2}$
Hvy. Col. str.	@16 $\frac{1}{2}$	@16	@23 $\frac{1}{2}$
Ex-light Tex.	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@24
Brnd'd cows.	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@24
Hvy. nat. cows	@18	@17 $\frac{1}{2}$	@24 $\frac{1}{2}$
Lt. nat. cows	@17b	@17	@24 $\frac{1}{2}$
Nat. bulls	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@18 $\frac{1}{2}$
Brnd'd bulls. 11	@11 $\frac{1}{2}$	@11 $\frac{1}{2}$	@17
Calfskins	@24ax	@24	@31
Kips, nat.	@22ax	@22ax	@29
Kips, ov-wt.	@20n	@20n	@28
Kips, brnd'd.	@18n	@18 $\frac{1}{2}$ n	@27
Slunks, reg.	@1.40	@1.40	@1.80
Slunks, hris. 35	@45n	@45	@75

Light native butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@17b	@17	@25
Branded	@15 $\frac{1}{2}$ b	@15 $\frac{1}{2}$	@24
Nat. bulls	@12 $\frac{1}{2}$	@12n	@18
Brnd'd bulls.	@11	@10 $\frac{1}{2}$ n	@17
Calfskins	@21 $\frac{1}{2}$ ax	@22	@28 $\frac{1}{2}$
Kips	@20 $\frac{1}{2}$	@20	@27 $\frac{1}{2}$
Slunks, reg.	@1.20	@1.20	@1.55
Slunks, hris.	@30n	@30n	@55

COUNTRY HIDES.

Hvy. steers. 12	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@21
Hvy. cows. 12	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@18
Slunks	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@24
Extremes	@15 $\frac{1}{2}$	@15	@23 $\frac{1}{2}$
Bulls	@10	@10 $\frac{1}{2}$	@15 $\frac{1}{2}$
Calfskins	@17	@17	@24 $\frac{1}{2}$
Kips	@16	@16	@24
Light calf	@1.10	@1.20	@1.60
Deacons	@1.10	@1.20	@1.60
Slunks, reg.	@50	@50	@70
Slunks, hris.	@15	@15	@25
Horsehides	@5.25	@6.25	@7.25
Hogskins	@60	@60	@90

SHEEPSKINS.

Pkr. lambs.	.....	.....	.....
Sml. pkr. lambs	.....	.....	.....
Pkr. shearings	1.17 $\frac{1}{2}$ @1.30	1.17 $\frac{1}{2}$ @1.35	1.35@1.40
Dry pelts	@21	@21	@30

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, July 18, 1929.

CATTLE—Compared with a week ago, strictly grainfed steers are strong to 25c higher; light yearlings, 25@40c higher; short fed and grassy kinds, steady to 50c lower, grassers showing most decline. There were more western grass cattle in run, most of these comprising light stockers selling at \$9.50@11.00. The cow market is on a peddling basis, about steady; some improvement on both grassy and grainfed butcher heifers in sympathy with yearling trade. Bulls are 15@25c higher, and vealers are mostly steady. Extreme top for week, \$16.55; numerous loads most representative weights, \$16.35@16.50; light steers on long yearling order, up to \$16.50; light yearlings, \$16.25; heifer yearlings, \$15.50; most grain fed steers, \$14.00 upward; short feds, \$12.75@13.75; grassers, \$12.50 down to \$9.50; most grass fat cows, \$8.00@10.00, only a few strictly grainfed kinds \$12.00 and better. Cutters, \$6.00@7.25; heavy sausage bulls, up to \$10.40 at close; most sausage bulls, \$9.00@10.00.

HOGS—Compared with a week ago, today's quotations are steady to 25c lower, weighty butchers and packing sows showing the most decline. Very slow and uneven markets featured the week's trade, with big packers consistently bearish. Today's top, \$12.25, same as last Thursday; bulk better grade, 160- to 220-lb. weights, \$12.00@12.25; 230- to 250-lb. averages, \$11.65@11.90, strictly choice loads at inside weight up to \$12.00; 270- to 300-lb. weights, \$11.40@11.65; choice 350-lb. averages, down to \$11.10; light lights

and pigs scarce, most 130- to 150-lb. averages, \$11.50@12.15; pigs, largely \$11.00@12.00; most packing sows, \$11.00@12.00; packing sows, \$10.75.

SHEEP—After a 25c drop on Monday, light receipts prompted price improvement and today's sales are strong to 25c higher than a week ago. Week's tops: Range and native lambs, \$15.25; yearlings, \$12.50; fat ewes, \$7.00. Bulks: Range lambs, \$15.00@15.25; natives, \$14.50@14.75; yearlings, \$12.00@12.50; fat ewes, \$5.50@6.50; light weights, \$13.50@13.75; top, \$13.75.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 18, 1929.

CATTLE—Choice dry-fed steers, 25 @50c higher for the week, with all other slaughter steers and yearlings, inclusive of Western grassers and most she-stock, steady to 25c higher. Best cows are showing no improvement, but the cutter grades have advanced. Bulls finished the period about steady, with vealers 50c higher. The year's first \$16.00 cattle were four loads of 1,332-lb. Kansas steers. Best loads of heifers brought \$14.75; top cows, \$11.00; vealers, \$14.00. Bulk of fed steers and yearlings cashed from \$14.00@15.25; straight grassers, \$10.75@11.60; heifers, mostly \$12.00@13.50; beef cows, \$8.25@10.00; cutters, \$6.25@7.50; medium bulls, \$9.00 and down.

HOGS—Hogs, after going to \$12.00 late last week and attaining this level for the first time since September, were set back to \$11.75 during the week. The premium for choice light and medium weight butchers has been increased somewhat.

SHEEP—A decreased supply contributed some late strength to the market and the week's trading provided a 15@25c upturn. Range slaughter lambs brought \$14.75@14.80 late, with strictly finished kinds quotable at \$15.00, or back to the recent high time. Choice fed natives reached \$14.75; most natives, \$13.50@14.50; yearlings, upward to \$12.00; top fat ewes, \$7.00.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 18, 1929.

CATTLE—Better grade beef steers and yearlings showed strong to 25c higher prices for the week, while others held close to steady. Choice medium and heavy weight beefs topped freely at \$16.25, and numerous loads of lighter weights and yearlings turned at \$16.00 @16.10. Most other steers and yearlings cashed at \$13.00@15.60. Desirable she stock ruled strong, with the remainder steady. Choice light heifers are up to \$14.50, and most beef cows, \$8.25@10.35. Bulls and vealers were little changed. Most medium bulls, \$8.50 @9.25; select vealers, \$15.00.

HOGS—Irregular price re-adjustments featured the period, and better grade light and medium weight butchers ruled mostly 10c higher, with other grades and classes 15@25c lower. Desirable 170- to 240-lb. weights sold largely at \$11.40@11.65, latter price top on averages below 220 lb. A spread of \$10.75@11.25 caught most 250- to 320-lb. weights, with extreme heavies down to \$10.50. Packing sows bulked at \$9.75@10.25, best reached \$10.35.

SHEEP—Fat lambs advanced 40@50c higher. The top of \$14.90 was paid for 85-lb. Idahos. Natives sold up to \$14.60 freely. Aged stock ruled strong to 25c higher. Dry-fed handyweight yearlings cashed at \$12.75, and fat ewes topped at \$7.00.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

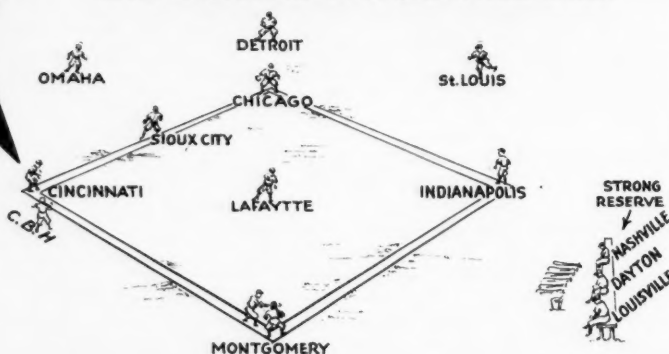
So. St. Paul, Minn., July 17, 1929.

CATTLE—Due to drouth conditions in the eastern Dakotas, the opening run of cattle was the largest for the year to date. In spite of the liberal supply, net downturns amounted to only 15@25c on most killing classes other than strictly grain feds and cutters. The downturn was checked on Tuesday's market, and bulls ruled strong to 25c higher. Choice steers to feds scored \$15.25; bulk of the grain feds, from \$13.25@14.25, with grassy kinds on down to \$11.50. She stock sold at \$7.50@9.25 for cows; heifers, \$9.50@11.50; cutters, \$6.00@7.25; bulls, \$8.75@9.25. Vealers sold mostly from \$15.00@15.50 on today's market.

HOGS—Hogs sold unevenly steady to 25c higher for the week, desirable light and medium-weight butchers cashing at \$11.50@11.60; heavier averages, from \$10.75@11.50; most packing sows, \$9.75@10.00. Pigs were mostly 20c higher at \$11.60.

SHEEP—A steady market in the sheep house found bulk of the fat native lambs selling at \$13.25@14.25, most of the fat ewes clearing at \$5.00 @6.00 to killers.

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OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 18, 1929.

CATTLE—Breadth to shipping inquiry featured the market for fed steers and yearlings. This served to keep up competition on the strictly choice offerings, and trend to prices was higher. Lower grades held generally steady. In a general way, the market is quoted as strong to 25c higher on steers and yearlings; she-stock and bulls, 15@25c higher; vealers, 50c@1.00 higher. The top on load lots, \$16.40, was paid for weighty steers, although a small lot was noted at \$16.50, with bulk fed steers and yearlings \$13.50@15.50. Heifers, \$12.00@13.75; a few loads, up to \$14.00; beef cows, \$8.50@10.75; grain feds, up to \$11.75; cutter grades, \$6.25@7.50; medium bulls, \$8.50@9.75; heavy beef bulls, up to \$10.25. Practical veal top, \$15.00.

HOGS—Moderate receipts and a two-way market were the outstanding features to the hog trade. Early in the week broad outside inquiry for the medium and light hogs resulted in a 15@25c advance, but as strong weight butchers and packing sows were in increased proportion these had only one outlet—to the packers—and market has shown weakness. Losses on these kinds quoted 15@25c. Thursday's top, \$11.80, was paid for 180- to 220-lb. weights.

SHEEP—Curtailed receipts and favorable advices from outside market centers resulted in an upward swing to slaughter lambs and sheep, advances on both classes being fully 25c for the

period. On Thursday of this week slaughter range lambs sold \$14.65@14.85; natives, \$14.60@14.75; fed clipped lambs, \$14.25; fed yearlings, \$12.00@12.40; slaughter ewes, \$5.50@7.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., July 18, 1929.

CATTLE—Most classes of beef steers, including straight grass fat kinds and the better grades of dry lot yearlings, are closing strong to 25c higher than a week ago. Short-fed light yearlings and grassy heifers were neglected, and final prices are around 25c lower. Fat cows were under considerable pressure, and values were reduced 25@50c in most cases, with some of the grass-fat kinds 75c below, a week ago. A three-load lot of choice 1,113-lb. yearlings reached \$16.00 for the top, while best medium weight and heavy offerings went at \$15.60. Bulk of the fed arrivals sold from \$12.50@15.00, which included fed grass steers and Texas cake feds from \$13.00@14.25. Straight grassers went from \$9.00@12.00. Bulls and calves held steady, with the late veal top at \$14.50.

HOGS—Trade in hogs ruled draggy and very uneven. Offerings scaling 240 lbs. and down suitable for shipping held about steady, but weightier arrivals scaling 250 lbs. and up moved slowly, and final rates are 15@25c below last Thursday. Order buyers have been good buyers, but the big packers have been extremely bearish at all times. The late top rested at \$11.80 on

choice 190- to 230-lb. weights. Packing grades are weak to 25c off.

SHEEP—Closing values of fat lambs are steady to 25c higher than a week ago, with the week's top at \$15.00 on choice Colorado arrivals. Most of the Idaho range lambs cleared from \$14.00@14.80. Best natives went at \$14.25.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets, week ended July 13, 1929, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 13.....	202,000	591,000	305,000
Previous week	144,000	527,000	206,000
1928	227,000	564,000	242,000
1927	235,000	596,000	235,000
1926	251,000	323,000	226,000
1925	278,000	514,000	247,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended July 13.....	152,000	457,000	228,000
Previous week	107,000	413,000	147,000
1928	168,000	430,000	189,000
1927	183,000	443,000	183,000
1926	201,000	390,000	165,000
1925	215,000	386,000	173,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 13.....	152,000	457,000	228,000
Previous week	107,000	413,000	147,000
1928	168,000	430,000	189,000
1927	183,000	443,000	183,000
1926	201,000	390,000	165,000
1925	215,000	386,000	173,000

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, July 12, 1929:

	Wk. ended July 12.	Prev. week.	Cor. wk. 1928.
Chicago	130,255	113,670	116,337
Kansas City, Kan.	37,332	58,427	50,457
Omaha	50,968	49,637	34,924
*St. Louis	60,837	55,930	50,168
Sioux City	30,024	27,428	25,150
St. Paul	34,560	29,170	38,537
New York City	23,677	23,812	22,445

*Includes East St. Louis, Ill.

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Hogs

Cattle

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RECEIPTS AT CENTERS

SATURDAY, JULY 13, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	211	6,781	4,351
Kansas City	466	3,067	22
Omaha	122	6,782	843
St. Louis	481	5,099	254
St. Joseph	157	5,632	1,063
Sioux City	188	4,945	294
St. Paul	263	729	96
Oklahoma City	200	600	0
Fort Worth	300	600	200
Milwaukee	300	0	0
Denver	200	100	2,000
Louisville	200	800	1,000
Wichita	200	1,600	100
Indianapolis	100	5,000	400
Pittsburgh	100	1,600	300
Cincinnati	200	1,000	200
Buffalo	200	500	200
Cleveland	100	500	100
Nashville	200	600	1,400
Toronto	0	400	500

MONDAY, JULY 15, 1929.

Chicago	17,000	52,000	15,000
Kansas City	11,000	11,000	9,000
Omaha	7,000	12,000	11,000
St. Louis	7,000	16,000	2,500
St. Joseph	2,500	7,000	4,000
Sioux City	5,000	14,000	1,200
St. Paul	8,500	14,000	1,300
Oklahoma City	500	900	0
Fort Worth	4,000	800	3,400
Milwaukee	900	1,600	100
Denver	1,800	1,400	1,500
Louisville	300	1,600	2,900
Wichita	1,500	3,800	500
Indianapolis	500	1,600	1,000
Pittsburgh	900	3,500	3,300
Cincinnati	2,000	3,000	300
Buffalo	2,200	7,000	2,000
Cleveland	1,000	3,500	1,400
Nashville	500	1,400	2,500
Toronto	4,900	500	1,500

TUESDAY, JULY 16, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	25,000	10,000
Kansas City	5,500	10,000	7,000
Omaha	8,000	16,000	6,000
St. Louis	5,000	15,000	6,000
St. Joseph	1,000	6,000	2,500
Sioux City	3,000	12,000	1,000
St. Paul	1,500	5,000	500
Oklahoma City	1,000	1,400	100
Fort Worth	3,500	1,400	1,000
Milwaukee	700	2,000	500
Denver	400	1,100	800
Louisville	300	1,200	2,800
Wichita	400	3,500	300
Indianapolis	1,400	7,000	1,000
Pittsburgh	100	1,100	500
Cincinnati	300	2,500	800
Buffalo	100	800	800
Cleveland	300	1,000	600
Nashville	300	1,000	2,500
Toronto	200	1,000	500

WEDNESDAY, JULY 17, 1929.

Chicago	8,000	25,000	15,000
Kansas City	5,500	8,500	8,000
Omaha	8,500	13,000	7,000
St. Louis	3,500	9,000	3,500
St. Joseph	2,200	6,000	2,000
Sioux City	3,000	9,500	500
St. Paul	2,300	10,000	1,000
Oklahoma City	1,300	2,000	200
Fort Worth	2,100	900	11,000
Milwaukee	400	1,200	200
Denver	300	500	2,300
Louisville	300	900	1,200
Wichita	300	3,500	100
Indianapolis	1,000	5,000	1,200
Pittsburgh	100	1,500	400
Cincinnati	300	2,300	1,300
Buffalo	100	1,000	300
Cleveland	400	1,500	400
Nashville	200	700	1,600
Toronto	500	1,000	800

THURSDAY, JULY 18, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	22,000	9,000
Kansas City	2,500	5,500	3,000
Omaha	3,000	9,500	6,000
St. Louis	1,500	12,500	2,000
St. Joseph	1,500	5,000	2,000
Sioux City	2,000	5,500	1,500
St. Paul	2,000	6,000	9,500
Oklahoma City	800	1,200	0
Fort Worth	200	900	1,200
Milwaukee	500	1,600	200
Denver	200	800	900
Louisville	200	700	1,000
Wichita	300	1,500	100
Indianapolis	100	3,500	800
Pittsburgh	100	1,200	300
Cincinnati	400	2,100	1,200
Buffalo	100	1,300	700
Cleveland	300	1,000	500
Nashville	200	700	1,000
Toronto	400	700	300

FRIDAY, JULY 19, 1929.

Chicago	1,900	15,000	9,000
Kansas City	1,000	4,500	3,000
Omaha	1,000	10,000	5,000
St. Louis	1,000	11,500	2,000
St. Joseph	700	3,000	4,500
Sioux City	1,500	6,000	3,500
St. Paul	1,700	5,500	500
Oklahoma City	1,000	1,500	100
Fort Worth	1,800	800	600
Milwaukee	200	600	100
Denver	100	100	4,300
Louisville	200	1,000	100
Wichita	500	6,500	1,200
Pittsburgh	0	900	300
Cincinnati	300	2,800	1,600
Buffalo	100	2,300	1,200
Cleveland	200	7,000	4,000

SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended July 13, 1929, with comparisons:

CATTLE.

	Week ended, July 13.	Prev. week.	Cor. week, 1928.
Chicago	23,115	16,794	23,139
Kansas City	17,735	12,562	22,858
Omaha	19,711	13,796	20,269
St. Louis	9,951	6,643	12,262
St. Joseph	7,453	5,310	7,879
Sioux City	8,247	6,075	9,221
Wichita	1,386	960	1,907
Fort Worth	4,238	13,238	0
Philadelphia	1,610	1,350	1,422
Indianapolis	1,842	1,197	1,800
Boston	1,250	1,024	1,204
New York & Jersey City	8,444	8,204	9,180
Oklahoma City	4,638	2,423	5,550
Cincinnati	3,301	2,384	3,857
Denver	3,260	1,971	0
Total	111,252	85,141	132,746

HOGS.

Chicago	139,255	113,670	116,337
Kansas City	30,333	24,600	26,231
Omaha	60,414	47,436	38,016
St. Louis	27,543	23,735	21,414
St. Joseph	25,975	17,744	19,158
Sioux City	29,532	25,766	28,272
Wichita	4,895	3,692	3,379
Fort Worth	4,350	6,564	0
Philadelphia	14,171	12,421	13,630
Indianapolis	17,175	20,316	14,793
Boston	14,941	12,243	14,751
New York & Jersey City	34,179	37,427	38,553
Oklahoma City	5,097	4,293	5,418
Cincinnati	18,708	17,513	18,510
Denver	6,009	4,076	0
Total	427,827	369,162	365,046

SHEEP.

Chicago	66,357	41,941	54,922
Kansas City	20,957	19,398	21,706
Omaha	34,023	23,242	34,722
St. Louis	22,333	18,083	21,208
St. Joseph	18,953	15,058	18,146
Sioux City	6,626	3,628	7,744
Wichita	696	607	658
Fort Worth	4,512	7,085	0
Philadelphia	6,808	5,348	3,338
Indianapolis	1,285	529	1,391
Boston	5,170	3,215	2,944
New York & Jersey City	65,890	59,412	60,194
Oklahoma City	466	186	140
Cincinnati	2,294	1,020	2,639
Denver	3,476	2,158	0
Total	259,334	202,256	230,947

LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1 to July 17, 1929, totaled 13,320,095 lbs.; tallow, none; greases, 1,755,600 lbs.; stearine, 56,400 lbs.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 18, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$11.00@11.75	\$11.20@12.05	\$10.25@11.35	\$10.90@11.50	\$10.50@11.40
Med. wt. (200-250 lbs.) med.-ch.	11.35@12.25	11.80@12.30	10.85@11.75	11.30@11.80	11.00@11.75
Lt. wt. (160-200 lbs.) com.-ch.	11.60@12.25	11.90@12.35	10.75@11.75	11.30@11.80	11.50@11.75
Lt. lt. (130-160 lbs.) com.-ch.	11.00@12.25	11.50@12.25	10.25@11.45	11.75@11.45	11.50@11.75
Packing sows, smooth and rough	9.60@10.90	9.75@10.35	9.25@10.25	9.25@10.50	9.50@10.10
Ritr. pigs (130 lbs. down) med.-ch.	10.50@12.00	10.75@11.90	.....	10.50@11.50	11.50@11.60
Av. cost & wt. Wed. (pigs excl.)	11.35-251 lb.	11.82-201 lb.	10.64-284 lb.	11.32-230 lb.	10.56-285 lb.
SLAUGHTER CATTLE AND CALVES:					
STEERS (1,500 LBS. UP):					
Good-ch	14.75@16.50	.....	14.25@16.40	14.00@16.25	.....
STEERS (1,300-1,500 LBS.):					
Choice	15.75@16.50	15.25@16.00	15.00@16.40	15.25@16.25	14.50@16.10
Good	14.50@16.00	14.25@15.25	14.25@15.00	14.00@15.25	13.25@14.50
STEERS (1,100-1,300 LBS.):					
Choice	15.75@16.50	15.25@16.00	15.00@16.40	15.00@16.25	14.50@16.10
Good	14.00@15.75	14.00@15.25	13.75@15.00	13.75@15.25	13.25@14.50
STEERS (950-1,100 LBS.):					
Choice	15.50@16.40	15.00@16.00	14.75@16.15	15.00@16.00	14.50@16.10
Good	13.50@15.50	13.75@15.00	13.50@14.75	13.50@15.00	12.85@14.50
STEERS (800 LBS. UP):					
Medium	12.00@13.50	11.00@13.75	11.75@13.50	11.50@13.75	11.75@12.85
Common	9.50@12.25	9.00@11.00	9.75@11.75	8.75@11.50	9.50@11.75
STEERS (FED CALVES AND YEARLINGS (750-950 LBS.):					
Choice	14.75@16.00	14.50@15.25	14.75@15.75	15.00@15.75	13.85@15.60
Good	13.50@14.75	13.50@14.50	13.25@14.75	13.25@15.00	12.75@13.85
HEIFERS (850 LBS. DOWN):					
Choice	14.50@15.50	14.25@15.00	13.50@14.75	13.75@15.00	13.35@14.50
Good	13.00@14.50	12.75@14.25	12.25@13.75	12.00@14.00	12.00@13.50
Common-med.	8.50@13.25	8.50@12.75	9.00@12.75	8.50@12.25	8.50@12.25
HEIFERS (850 LBS. UP):					
Choice	12.00@15.25	12.00@14.50	12.00@14.50	12.00@14.50	11.75@14.50
Good	11.00@14.25	10.75@13.75	10.60@13.50	10.50@13.75	10.50@13.00
Medium	9.00@13.00	9.00@12.50	9.00@12.25	9.00@12.00	9.50@11.25
COWS:					
Choice	10.75@12.00	10.75@12.00	10.75@12.00	10.25@11.50	10.00@12.00
Good	8.75@10.75	9.75@10.75	8.75@10.75	8.25@10.25	8.50@10.50
Common-med.	7.25@8.75	7.75@8.75	7.50@8.75	6.75@8.25	7.00@8.50
Low cutter and cutter	6.75@7.25	6.25@7.75	6.75@7.50	6.50@7.75	6.50@7.00
BULLS (YEARLINGS EXCL.):					
Beef, good-ch.	10.35@11.45	9.50@10.75	9.75@10.75	9.50@10.25	9.40@10.60
Cutter-med.	8.00@10.50	7.25@9.50	7.25@9.75	7.00@9.50	7.50@9.50
CALVES (500 LBS. DOWN):					
Medium-ch.	10.50@13.50	9.50@13.00	9.75@13.00	9.00@13.00	9.00@12.00
Cull-common	7.50@10.50	6.50@9.50	6.50@9.75	6.50@9.00	7.50@9.00
VEALERS (MILK-FED):					
Good-ch	14.25@17.00	14.75@16.25	12.75@15.50	11.00@14.50	12.00@16.00
Medium	13.00@15.25	12.25@14.75	10.60@12.75	9.00@11.00	10.00@12.00
Cull-common	8.00@13.00	6.00@12.25	6.50@10.00	6.50@9.00	7.50@10.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down)	13.75@14.75	13.75@14.75	14.50@14.85	14.25@15.25	13.75@15.00
Lambs (92 lbs. down)	12.75@14.35	11.75@13.75	13.00@14.50	12.75@14.25	12.75@13.75
Lambs (all weights)	11.00@12.75	9.00@11.75	11.00@13.50	8.50@12.75	10.00@12.50
Yearling wethers (110 lbs. down) medium-choice	8.00@12.75	8.75@11.75	8.50@12.75	9.00@12.25	.....
Ewes (120 lbs. down) med.-ch.	5.50@7.50	5.00@6.00	5.50@7.00	5.50@7.00	.....
Ewes (120-150 lbs.) med.-ch.	5.50@6.75	5.00@6.00	5.50@6.75	5.25@6.75	.....
Ewes (all weights) cull-com.	2.50@5.00	2.00@5.00	2.00@5.00	2.00@5.00	.....

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 13, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.....	5,274	4,974	23,267
Swift & Co.....	6,130	4,923	24,971
Morris & Co.....	2,311	2,753	6,518
Wilson & Co.....	5,538	4,284	11,601
Anglo-Amer. Prov. Co.....	1,174	2,096	.....
G. H. Hammond Co.....	2,052	2,806	.....
Libby, McNeill & Libby.....	636	.....	.....
Brennan Packing Co., 7,317 hogs; Independent			
Packing Co., 2,307 hogs; Boyd, Lanham & Co.,			
2,374 hogs; Western Packing & Provision Co.,			
7,008 hogs; Agar Packing Co., 6,265 hogs; others,			
21,979 hogs; others,			
Totals: Cattle, 23,115; calves, 4,711; hogs,			
69,089; sheep, 60,357.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,280	481	5,924	3,905
Cudahy Pkg. Co.	2,452	689	3,674	5,691
Powder Straub Co.	502	...	...	...
Morris & Co.	2,259	782	3,329	2,388
Swift & Co.	2,503	882	11,319	5,140
Wilson & Co.	2,094	993	4,266	3,676
Others	843	84	1,830	157
Total	13,824	3,911	30,333	20,957

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,540	14,705	9,448	...
Cudahy Pkg. Co.	4,006	13,224	8,915	...
Dold Pkg. Co.	1,905	8,156	...	...
Morris & Co.	3,025	6,780	4,364	...
Swift & Co.	5,151	11,080	11,106	...
Eagle Pkg. Co.	24	...	...	...
Hoffman Bros.	30	...	...	...
Mayerowich & Vall.	50	...	...	...
J. Rife Pkg. Co.	18	...	...	...
J. Roth & Sons.	101	...	...	...
So. Omaha Pkg. Co.	41	...	...	...
Lincoln Pkg. Co.	497	...	...	...
Morell Pkg. Co.	171	...	...	...
Nagle Pkg. Co.	234	...	...	...
Winclair Pkg. Co.	395	...	...	...
Wilson & Co.	1,040	...	...	...
Others	25,411	...	...	...
Total	22,831	70,306	33,833	...

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	888	1,392	3,785	5,306
Swift & Co.	2,894	1,808	5,731	9,445
Morris & Co.	1,377	1,276	922	2,245
East Side Pkg. Co.	1,157	...	3,584	...
American Pkg. Co.	273	302	1,194	484
All others	3,380	897	13,327	1,793
Total	9,951	5,705	27,543	22,333

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,032	510	10,641	15,080
Armour and Co.	1,781	338	5,082	3,853
Morris & Co.	1,506	169	8,054	3,420
Others	2,658	6	9,879	...
Total	8,977	1,043	33,656	22,933

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,696	148	11,006	2,490
Armour and Co.	2,056	175	10,814	2,290
Swift & Co.	1,627	164	6,112	1,809
Smith Bros.	...	...	88	...
Others	3,498	83	17,326	...
Total	10,777	570	45,946	6,649

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,309	423	1,787	208
Wilson & Co.	1,300	473	1,727	258
Others	132	...	552	...
Total	2,741	896	4,066	466
Not including 401 cattle and 1,031 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	480	320	2,092	654
Jacob Dold Co.	284	57	1,847	42
Fred W. Dold.	62	...	356	...
Wichita D. B. Co.	25	...	...	...
Dunn-Ostertag	77	...	...	...
Keefe-LeSturgeon	41	...	...	...
Total	1,009	377	4,815	696
Not including 200 cattle and 6,707 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	903	72	1,784	2,858
Armour and Co.	808	108	1,291	3,827
Blaney-Murphy	329	126	1,556	...
Others	547	70	967	425
Total	2,659	436	5,598	7,110

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,553	3,449	13,877	1,307
Cudahy Pkg. Co.	493	1,071	...	...
Hertz Bros.	390	45	...	...
Swift & Co.	3,763	5,308	17,472	2,035
United Pkg. Co.	1,372	231	...	5
Others	914	57	8,268	...
Total	9,285	10,161	39,617	3,347

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,220	3,256	8,085	1,067
United D. B. Co.	35	...	...	...
R. Gunz & Co.	122	12	47	46
Armour and Co.	493	1,597	...	...
N. Y. B. D. M. Co.	17	...	...	...
Others	306	511	81	322
Total	2,163	5,376	8,213	1,465

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	1,086	2,901	28,807	3,756
Kingman Co.	1,732	629	8,216	1,256
Armour and Co.	404	40	2,290	1,062
Indianapolis Abt. Co.	1,189	127	319	1,289
Hilgemeyer Bros.	5	...	1,395	...
Brown Bros.	184	22	50	...
Schusler Pkg. Co.	22	...	368	...
Riverview Pkg. Co.	11	...	212	...
Meier Pkg. Co.	102	6	283	5
Ind. Prov. Co.	44	4	271	23
Mass Hartman Co.	23	9	...	...
Art Wabnitz	12	47	...	...
Hosler Abt. Co.	16	...	...	...
Others	532	80	419	1,471
Total	5,372	4,174	42,639	8,940

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	...	...	641	...
C. A. Freund.	44	29	79	...
S. W. Gall Sons.	...	...	4	592
J. Hilberg & Son.	45	...	...	56
Gus Juengling	141	137	72	...
E. Kahn's Sons Co.	729	388	1,163	878
Kroger G. & B. Co.	116	116	1,342	...
Lohrey Pkg. Co.	...	...	307	...
H. H. Meyer Co.	...	...	2,169	...
W. G. Behn's Sons.	59	77	...	...
A. Sander Pkg. Co.	6	...	1,184	...
J. Schlachter's Sons.	157	298	...	152
J. F. Schroth Co.	18	...	1,787	...
J. Vogel & Son.	9	3	392	...
J. B. Irefon.	100	45	...	...
John F. Stegner.	181	141	...	94
Foreign	387	714	5,023	8,273
Total	1,992	1,922	14,087	10,087

Not including 827 cattle, 128 calves, 9,903 hogs and 131 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 13, 1929, with comparisons:

CATTLE.

	Week ended July 13.	Prev. week.	Cor. week.
Chicago	23,115	16,794	23,139
Kansas City	13,824	9,916	17,115
Omaha (incl. calves)	22,831	16,634	21,060
St. Louis	9,951	6,612	12,262
St. Joseph	8,977	6,842	9,764
Sioax City	10,777	7,447	10,765
Oklahoma City	2,741	1,425	3,758
Wichita	1,009	784	1,502
Denver	2,659	2,008	...
St. Paul	2,163	6,387	9,387
Milwaukee	2,163	1,432	2,062
Indianapolis	5,372	4,490	5,270
Cincinnati	1,992	1,786	2,069
Total	114,696	82,557	117,793

HOGS.

	Week ended July 13.	Prev. week.	Cor. week.
Chicago	69,089	52,484	111,200
Kansas City	30,333	24,336	26,231
Omaha	79,706	65,832	68,368
St. Louis	27,543	23,735	21,444
St. Joseph	33,656	29,620	21,277
Sioax City	45,946	35,617	53,234
Oklahoma City	4,066	2,924	5,418
Wichita	4,815	3,092	9,453
Denver	5,598	6,039	...
St. Paul	39,617	31,247	38,325
Milwaukee	8,213	7,672	6,155
Indianapolis	42,639	36,708	39,915
Cincinnati	14,087	12,565	16,444
Total	404,908	332,442	417,464

SHEEP.

	Week ended July 13.	Prev. week.	Cor. week.
Chicago	66,357	41,941	54,922
Kansas City	20,957	19,244	21,706
Omaha	33,833	27,713	36,142
St. Louis	22,333	18,080	21,208
St. Joseph	22,933	19,575	16,191
Sioax City	6,649	3,729	1,691
Oklahoma City	466	186	140
Wichita	696	607	658
Denver	7,110	11,079	...
St. Paul	3,347	2,017	2,818
Milwaukee	1,465	777	964
Indianapolis	8,940	4,405	5,825
Cincinnati	10,087	4,793	1,356
Total	205,193	151,146	163,621

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 8.	18,659	2,063	47,886	7,322
Tues., July 9.	7,189	2,608	25,321	17,962
Wed., July 10.	11,716	2,270	25,378	23,235
Thur., July 11.	6,646	2,541	25,382	13,979
Fri., July 12.	2,663	552	20,326	8,732
Sat., July 13.	300	100	6,300	5,000
This week	47,173	10,233	150,693	76,230
Previous week	31,276	8,663	134,208	46,254
Year ago	45,167	14,316	140,152	70,603
Two years ago	59,306	14,564	147,392	56,715
Total receipts for month and year to July 13, with comparisons:				

	July 1929.	July 1928.	July 1927.	Year 1928.
Cattle	78,449	81,188	1,175,631	1,207,651
Calves	20,106	20,106	416,052	463,190
Hogs	284,901	239,510	4,452,696	5,163,811
Sheep	122,484	114,783	1,828,283	1,808,989

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 8.	5,062	139	8,791	317
Tues., July 9.	1,613	82	5,394	542
Wed., July 10.	1,780	16	1,809	656
Thur., July 11.	1,062	8	4,871	2,424
Fri., July 12.	768	2	5,320	1,862
Sat., July 13.	100	...	1,000	1,000

	July 1929.	July 1928.	July 1927.	Year 1928.
This week	10,980	247	25,481	6,831
Previous week	9,358	82	28,164	3,614
Year ago	12,534	11	40,166	6,369
Two years ago	16,638	270	31,011	5,142

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended July 13.	\$14.85	\$11.45	\$6.00	\$14.55
Previous week	14.70	11.00	5.85	14.50
1928	15.05	10.70	5.75	15.00
1927	12.00	9.10	5.90	14.40
1926	9.70	13.30	3.75	14.55
1925	11.80	13.60	6.85	14.95
1924	9.15	7.10	5.25	13.65
Av., 1924-1928.	\$11.55	\$10.75	\$5.90	\$14.70

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended July 13.	36,200	123,200	60,400
Previous week	21,720	106,044	42,640
1928	32,633	100,346	6

ANNOUNCEMENT

The present industrial age seems to be one of combines and consolidation. Many of the old manufacturers have either sold out or have combined with one of their competitors. We believe this is true of all lines and equally true of manufacturers of cork products and bottle caps.

For the past few years it has been rumored that L. Mundet & Son, Inc., had sold out to this or that competitor. This rumor has been called to our attention a number of times and so often of late that we deem it necessary to publish this letter from our Board of Directors.

ESTIMATES SUBMITTED FOR COMPLETE INSTALLATIONS

FOREIGN FACTORIES
PORTUGAL
AFRICA
SPAIN
INSULATION FACTORY
HILLSIDE, NEW JERSEY
PHONE YERKES 6180
CORK PRODUCTS FACTORY
SO. 11TH & BERRY STS.,
BROOKLYN, N. Y.
PHONE STAGO 8788-7

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U. S. A.

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"MUNDET-NEW YORK"
CODES
A. B. C. FIFTH EDITION
REVISED
BENTLEY'S "FIVE LETTER"
TELEPHONES
LACKAWANNA
6676
6677

TO THE TRADE: We deny there has been a consolidation or a combine of this Company with one or any of our competitors or a purchase of the stock of this Company by anyone not connected directly with the management, nor is there anyone owning stock in this Company, who to our knowledge is in any way interested or owns stock in the companies of any of our competitors.

We have every reason to continue our business as organized, for our growth has been a steady healthy one and we are still growing. The operation of our Companies as carried on throughout the world is under the direct supervision of our President, Mr. Joseph Mundet and his family.

The Mundet family have been in the business of manufacturing cork products and bottle closures for over sixty-five years. Our business is world wide in scope and in addition to the manufacturing plants we list below, which are all under the Mundet name, we operate a number of branches and warehouses throughout the United States.

L. Mundet & Son, Inc.
Mundet Cork & Insulation, Ltd.
Mundet & Company
Mundet Cork Products Co., Ltd.
Mundet Africa
Corchos Mundet de Espana, S.S.
Mundet & Company

United States
Toronto, Canada
Seixal, Portugal
London, England
Djidjelli, Africa
St. Vincente de Alcautaru, Spain
Bastia, Italy

The policy of this house has been forever to keep the faith with our customers and we believe our rewards have proved this a true policy.

We hope that this denial will settle this whispering campaign forever and that we shall be able to continue building our business on a legitimate basis; and if there is ever a change in this policy we will be pleased to advise the trade who have so markedly favored us.

BOARD OF DIRECTORS OF L. MUNDET & SON, INC.

L. Mundet & Son, Inc.

Established 1865

Insulation Dept., 461 Eighth Ave., N. Y. City — Cork Products Dept., S. 11th & Berry Sts., Brooklyn

Ice and Refrigeration

REFRIGERATION NOTES.

A cold storage plant to cost in the neighborhood of \$500,000 is being planned by the Scobey Cold Storage Co., San Antonio, Tex. It will be seven stories high.

A contract for the erection of a cold storage plant has been let by the Mutual Cold Storage Co., Broadway, Va.

Considerable new equipment, including an 8-ton refrigerating machine, has been installed in the plant of the Arctic Fish & Cold Storage Co., Wittenberg, Wis.

The Merchants Ice & Cold Storage Co., Los Angeles, Calif., has been acquired by the California Consumers Co.

The Bodine Ice & Cold Storage Co., Humansville, Mo., has purchased the ice business of Ira Beckman, Golden City, Mo.

The Pennsylvania Railroad Co. has filed plans for the erection of a 2-story cold storage plant at Jersey City, N. J.

A 2-story refrigeration plant will be erected in Baltimore, Md., by the Consolidated Gas, Electric Light & Power Co.

A contract has been let by the United States Cold Storage Co. for the erection of a 2-story building at 211 Oak st., Kansas City, Mo. It will cost \$75,000.

The Central City Cold Storage Co., Syracuse, N. Y., has installed additional equipment, including a compressor.

A cold storage plant is being erected in Madison, Kan., by T. Jensen & Son of Emporia, Kan.

A cold storage plant to cost in the neighborhood of \$50,000 will be built in Topeka, Kan., by the Mutual Ice & Cold Storage Co.

Plans for a 1-story plant to cost approximately \$50,000 are being prepared for the Idaho Falls Cold Storage Co., Idaho Falls, Ida.

It is reported that the United Cold Storage Co., Chicago, Ill., has plans for the erection of a cold storage and refrigerating plant in Atlanta, Ga. The estimated cost is \$1,000,000.

The Hebronville Ice & Cold Storage Co., Hebronville, Tex., has been incorporated with a capital stock of \$25,000. G. C. Parker, C. C. Daniels and G. H. Edds are the incorporators.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on July 1, 1929, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	July 1, 1929, M lbs.	July 1, 1928, M lbs.	5-yr. av., July 1, 1929, M lbs.
Broilers	5,524	4,518	4,540
Fryers	2,294	1,931	2,294
Roasters	11,792	7,257	9,934
Fowls	8,363	6,065	6,371
Turkeys	7,549	7,208	7,192
Miscellaneous	12,606	10,621	11,694
Total	43,094	38,230	41,995

PACKERS' PROVISION STOCKS.

(Continued from page 26.)

further during the fortnight and continue much below last year, but skinned ham stocks increased and are heavier than last year. Stocks of frozen hams show marked decreases. Picnics have apparently been moving in increased volume, and the excess of present stocks over those of last year is now less than it was two weeks ago. Pickled and frozen bellies show a larger decrease than during the latter part of June, with a total present stock about 12 per cent less than last year. Miscellaneous pickled and frozen cuts show an increase over both two weeks ago and a year ago.

Lard figures may not be representative, due to omission of non-packer stocks. Lard reported to the Institute more now than at June 29; less now than year ago.

Federally inspected hog slaughter at 9 principal markets for the first two weeks of July, 1929 was 848,000 head compared with 675,000 head for the same period of 1928. This is an increase of 20 per cent over last year.

If this is in typical relationship, total federally inspected hog slaughter for the two weeks was about 1,875,000 head.

Total federally inspected hog slaughter for the hog year to date (November 1 to July 13, inclusive) was for 1928-1929 (partly estimated) 37,300,000 head; 1927-1928 (partly estimated) 37,800,000 head. Current hog year to date shows decrease of about 1½ per cent from last year.

The heavy run of hogs to market during the first two weeks in July has resulted in an unusually large produc-

tion of pork products for this period. Slaughter for the first two weeks was at a rate which, if continued for the full month, would give a federally inspected July slaughter of almost 4,000,000 head. During recent years there has been a tendency for stocks to decrease during July when total slaughter for the month was less than 3,000,000 head, and to increase when total slaughter was above this figure. It is noteworthy that in spite of the large production in the first half of the present month, there has been no increase in stocks of meat products and not more than a moderate increase in stocks of lard.

In the last bulletin it was stated that tentative figures for June indicated a slaughter of 4,000,000 head during the month, and a decrease in total stocks of approximately 40,000,000 pounds. Final reports now available from the Department of Agriculture indicate that the actual slaughter was 3,755,000 (somewhat less than the estimate) and the decrease in total stocks about 26,500,000 pounds (also somewhat less than the estimate). At June 30 total stocks of all pork, excluding lard, were 845 million pounds as compared with 914 million pounds on the same date in 1928, 833 million pounds in 1927, 603 million pounds in 1926, and 739 million pounds in 1925.

Provision stocks at middle of July as reported to Institute of American Meat Packers, were as follows:

	July 13, 1929.	June 29, 1929.	July 14, 1928.
		(Revised)	
Dry Salt Meats:			
Bellies	75,327	70,261	80,533
Fat backs	25,358	23,193	22,688
All other dry salt cuts	25,097	26,060	24,310
Total dry salt meats	125,682	120,444	127,531
S. P. and Dry Cured Meats (cured and in cure):			
Regular hams	99,244	101,732	126,939
Skinned hams	98,726	94,347	90,857
Picnics	35,436	37,279	33,523
Bellies	59,854	61,212	61,223
All other S. P. and dry cured cuts	20,651	20,453	20,814
Total S. P. and dry cured meats	313,911	315,023	333,356
Green Frozen Meats (for cure):			
Regular hams	6,275	8,404	10,145
Skinned hams	3,349	4,479	4,138
Picnics	7,871	9,033	3,010
Bellies	105,720	110,322	126,687
All other pork frozen for cure (not incl. pork loins, etc.)	12,317	11,044	8,576
Total frozen meats	133,332	143,282	152,356
Total all meat cuts	576,125	578,749	613,443
Lard	113,352	108,564	116,238
Grand total, incl. lard	689,477	687,313	729,781

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MUNDET REMAINS INDEPENDENT

Attention is called to the official statement by L. Mundet & Son, Inc., appearing in their advertisement in this issue, concerning merger rumors. They further state:

"For months there have been persistent rumors afloat involving L. Mundet & Son, Inc., which would have people believe that they have been absorbed or they have combined with one or more of their competitors. In this day of wholesale mergers and absorptions, rumors of this kind are not surprising. By too many listeners the rumors have been believed, and it is natural that they should. To the house

of Mundet these whisperings have been and are decidedly distasteful, hence the published statement by the board of directors of the company denying the truth of any and all such rumors and statements, regardless of origin.

"Mundet and his association fully intend to continue their business independently of all competitors. They know of no reason why they should combine or sell. As most readers know, the Mundet organization is large and stable. Gross business runs up into the millions of dollars annually. Not only is it a national business, but it is world-wide in scope. As stated in the official letter, the Mundet family has manufactured cork products for over 65 years. The name Mundet is too valuable to be sold."



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built this plant at Havana, Cuba, Jamison Doors were installed. Every passing year adds further proof that the choice was a wise one.

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Special Traveling Representative for Southern States,
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Jamison Cold Storage Doors

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on July 1, 1929, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	July 1, 1929.	July 1, 1928.	5-Yr. av., July 1, 1929.
	M lbs.	M lbs.	M lbs.
Butter, creamery....	76,903	69,750	91,911
Cheese, American....	49,884	53,646	62,739
Cheese, Swiss.....	4,034	3,700	5,012
Cheese, brick and Munster.....	1,944	1,962	1,268
Cheese, Limburger..	1,133	1,119	778
Cheese, all other....	7,775	8,186	9,928
Eggs, frozen.....	9,373	10,002	8,496
Eggs, cases.....	55,328	77,744	84,763

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

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Chicago Section

Z. K. Waldron, of Lee & Waldron, provision brokers, is out of the city on his vacation.

H. S. Price, superintendent of the Moultrie, Ga., plant of Swift & Company, was a visitor in Chicago recently.

L. E. Dennig, president of the St. Louis Independent Packing Co., St. Louis, Mo., was in Chicago this week.

H. F. Minifie, vice president of Oscar Mayer & Co., Chicago, spent several days in the East last week.

Sam Stretch, the well-known advocate of quality spices in meat products, was in the city for a day or two this week.

R. S. Sinclair, president and manager of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., was a business visitor in the city during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 20,700 cattle, 5,382 calves, 60,088 hogs and 41,418 sheep.

J. C. Good, well-known packinghouse executive now residing on the Pacific Coast, was in the city this week on his return from an Eastern trip.

M. J. Mackin of the E. G. James Co., provision brokers, Chicago, has embarked on his vacation. He will spend two weeks motoring in Canada.

J. D. Andrew, consulting engineer for Armour & Company, has resigned and has been succeeded by O. A. Anderson. R. C. Clark will be in charge of the construction department.

R. R. Pinkney, vice president and general manager of the Nuckolls Packing Co., Pueblo, Colo., stopped in Chicago for a few days this week. Mr. Pinkney is enjoying a vacation motor trip through the Central West.

Provision shipments from Chicago for the week ended July 13, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1928.
Cured meats, lbs.	26,489,000	19,934,000	22,399,000
Fresh meats, lbs.	36,973,000	23,093,000	32,567,000
Lard, lbs.	6,497,000	4,957,000	6,182,000

J. W. Willoughby, managing director of the London office of John Morrell & Co., Ltd., was a visitor to Chicago recently. It was his first trip to the states and he took the opportunity to visit many points of interest in the East and Central West, including the company's plants at Ottumwa, Ia., and Sioux Falls, S. D.

Two salesmen of the Allied Packers, both old-timers in the game and widely known in the industry, died recently. Joe Graza, 72 years old, for many years with the old National Packing Co., and later with Allied, dropped dead in Detroit. Joseph B. Poshill, for many years with Armour and later with Mickelberry, died in Chicago. Mr. Poshill had been with Allied three years.

LIVESTOCK TRAFFIC MOVEMENT.

Reports on livestock available for shipment to market during July, August and September made at the meeting of the Mid-West Shippers Advisory Board, held in Fort Wayne, Ind., July 11, indicated that car requirements for shipping would be about 6 per cent more for cattle, somewhat less for sheep and from 4 to 6 per cent more for hogs than in the same three months of 1928.

Illinois farmers are expected to market around 6 per cent more cattle for the third quarter of the year, 4 per cent more hogs and about the same number of sheep. Car requirements of 2 to 5 per cent more than last year will be necessary for Iowa livestock, while a decline of 10 to 15 per cent may be expected in the movement of hogs to market from Wisconsin points.

George A. Blair, general traffic manager of Wilson & Co., Chicago, is general chairman of the board and presided at the recent meeting. The next quarterly meeting will be held at Des Moines, Iowa, October 3 and 4, 1929.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended July 13, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned meats.....		18,000 lbs.
Argentina—Meat products.....		11,200 lbs.
Argentina—Cured beef rounds.....		3,600 lbs.
Canada—Meat products.....		33,307 lbs.
Canada—Bacon.....		5,455 lbs.
Canada—Vealers.....		2,265
France—Meat products.....		612 lbs.
Germany—Ham.....		5,304 lbs.
Germany—Sausage.....		5,983 lbs.
Holland—Meat products.....		2,580 lbs.
Hungary—Salami.....		496 lbs.
Italy—Salami.....		2,778 lbs.
New Zealand—Quarters of beef.....		3,891
New Zealand—Frozen lamb carcasses.....		4,027
New Zealand—Sheep carcasses.....		8,297
New Zealand—Frozen beef cuts.....		338,666 lbs.
Switzerland—Kidneys.....		206 lbs.
Switzerland—Bouillon cubes.....		620 lbs.
Uruguay—Cured beef.....		41,050 lbs.
Uruguay—Meat products.....		43,762 lbs.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 13, 1929:

	Week ended July 13.	Prev. week.	Cor. week. 1928.
Western dressed meats:			
Steers, carcasses	2,579	1,775	1,901
Cows, carcasses	819	582	925
Bulls, carcasses	337	441	264
Veals, carcasses	1,179	1,193	1,848
Lambs, carcasses	9,780	6,199	10,624
Mutton, carcasses	746	948	876
Pork, lbs.	334,911	375,127	293,277
Local slaughters:			
Cattle	1,610	1,350	1,422
Hogs	1,872	2,350	2,487
Calves	14,175	12,491	13,630
Sheep	6,808	5,242	13,328

FRENCH MEAT IMPORTS.

Out of a total of 572,000 quarters of beef imported into Europe during the month of May, the amount entering France was only 17,000 quarters. Of sheep carcasses, the figures were 146,000 and 4,000 respectively, according to the U. S. Department of Commerce. There was no foreign lamb brought into France during the month.

TRADE GLEANINGS

The Plume Provision Co., Dover, Del., has been incorporated with a capital stock of \$25,000.

Plans for a meat packing plant at or near San Antonio, Tex., have been announced by F. B. Baker.

Conrad Leader, St. Louis, Mo., has plans to erect an abattoir and meat packing plant at Daytona Beach, Fla. It is expected that work on the first unit, to include cold storage, will commence soon.

W. E. Murray, engineers, are taking bids for the general contract for the construction of a four-story concrete abattoir to be erected on Evans ave., between Third and Newhall sts., San Francisco, Calif.

The Sellmayer Packing Co., Baltimore, Md., one of the live meat concerns of that section, broke ground recently for a three-story addition to its plant. It will house cold storage departments. The company also added a 150-ton refrigerating machine to its equipment.

The new branch house of John Morrell & Co., Ltd., at Mobile, Ala., was formally opened for business on Thursday of last week. C. M. LaFollette is in charge. The building is 75 by 125 ft., one story high and of concrete and brick construction.

PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 17, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on July 10, or nearest previous date, were as follows:

	Sales.			—Close—		
	Wk. ended	High.	Low.	July	10.	
	July 17.	July 17.	July 17.	17.	10.	10.
Allied Pack.....	1,100	6	0	0	0	0
Amal. Leath.....	400	6	0	0	0	0
Do Prd.....	200	6	0	0	0	54%
Am. H. & L.....	100	6%	6%	6%	6%	7
Do Prd.....	500	30	32%	30	30	70
Amer. Stores.....	1,100	68%	68%	68%	70	70
Armour A.....	14,700	12%	11%	12%	12%	7%
Do B.....	12,800	6%	6%	6%	6%	12%
Do Prd.....	600	73	73	73	74%	74%
Do Prd.....	1,800	86%	86%	86%	86%	86%
Barnett Leath.....	.....	.....	.....	.....	.....	10%
Bechnck Pack. 1,700	82	82	82	82	87%	87%
Chick. C. Oil. 2,600	37%	37	37	37%	37%	37%
Cadby Pack.....	12,100	71%	70%	70%	71%	71%
Croger G. B. 23,800	54	53	54	54	54	54
First N. Strs. 41,300	73%	72%	73%	73%	73%	73%
Gobel Co.....	8,700	45	44%	44%	44%	44%
Gt. A. & P. Prd. 60	116%	116%	116%	116%	116%	116%
Hymel G. A. 350	54	54	54	54	54	43
Hydrate Food.....	10	38%	38%	38%	38%	38%
Libby.....	2,400	12%	12%	12%	12%	12%
MacMarr Strs.....	2,800	41%	30%	41%	40%	40%
Mayer, Oscar.....	20	13	11%	11%	11%	11%
Do 1st Prd.....	25	104	102	102	102	102
Do 2nd.....	50	100	100	100	100	100
Miller & H. Prd. 400	45%	45%	45%	45%	45%	45%
Morrell, John.....	77	76%	77	76%	77	80%
Nat. F. Pd. B. 100	8	8	8	8	8	8
Nat. Leath.....	900	3	2%	2%	3	3
Do Prd.....	4,000	.....	.....	.....	74%	74%
Postum Co.....	43,900	77%	74%	77	77%	77%
Rath Pack.....	4,700	35%	34%	35%	32%	32%
Safeway Strs.....	19,000	171	170	171	169	169
Do 6%.....	180	85	85	85	85	84
Do 8%.....	80	108%	108%	108%	108%	104%
Strauss & Roth.....	600	22	22	22	22	22
Strauss & Roth.....	8,100	25%	25%	25%	25%	25%
Swift & Co.....	2,200	130	129	129	129	129
Do Intl.....	4,250	34%	34	34	34	38
U. S. Leath.....	4,200	22	21	21%	22%	22%
Do Prd.....	700	39	39	39	39	39
Do Pr. Prd.....	100	94	94	94	94	94
Wesson Oil.....	6,600	33%	32%	33	33	34
Do Prd.....	1,800	60	60	60	60	60
Wilson & Co.....	520	7%	7%	7%	7%	8%
Do A.....	1,000	17	17	17	17	18
Do Prd.....	300	90	90	90	90	93%

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
July 18, 1929.

Regular Hams.		
	Green.	S. P.
8-10	23½	24
10-12	23	23½
12-14	22¾	23
14-16	22½	22¾
16-18	22	22½
18-20	22	22½
10-16 range.....	22¾	.....
16-22 range.....	22	22
S. P. Boiling Hams.		
	H. Run.	Select.
16-18	22½	23
18-20	22½	23
20-22	22½	23
Skinned Hams.		
	Green.	S. P.
10-14	24	24¾
14-16	24	24½
16-18	23½	24¼
18-20	22½	24
20-22	21	22
22-24	19½	21
24-26	18½	20
26-30	17½	19
30-35	17	18
Picnics.		
	Green.	S. P.
4-6	15	14¾
6-8	14	14
8-10	13½	13½
10-12	13¼	13¼
12-14	13¼	13
Bellies.*		
	Green.	Cured.
6-8	21½ @ 22	21½
8-10	20¾	20¾
10-12	18¾	18¾
12-14	17½	17½
14-16	17	17½
16-18	16¾	17

*Square Cut and Seedless.

D. S. Bellies.		
	Clear.	Rib.
14-16	15½	15
16-18	15¼	15½
18-20	15	15
20-22	15	15
22-30	15	15
30-35	14½	14½
35-40	14½	14½
40-50	14½	14½
D. S. Fat Backs.		
8-10		11
10-12		11½
12-14		11½
14-16		11½
16-18		12
18-20		12½
20-25		13½
D. S. Rough Ribs.		
45-50		13½
55-60		13½
65-70		13½
75-80		13
Other D. S. Meats.		
Extra short clears.....	35-45	14
Extra short ribs.....	35-45	13½
Extra plates.....	6-8	11½
Clear plates.....		9½
Clear plates.....	4-6	9½
Jowl butts.....		9 ½c

FUTURE PRICES.

SATURDAY, JULY 13, 1929

	Open.	High.	Low.	Close.
LARD—				
July .....	.....	.....	.....	12.30c
Sept.	12.50-55	12.57 1/2	12.50	12.57 1/2 ax
Oct.	12.67 1/2-70	12.70	12.65	12.70 ax
Dec.	12.80	12.80	12.80	12.80
CLEAR BELLIES—				
July .....	.....	.....	.....	14.60ax
Sept.	15.00	15.07 1/2	14.97 1/2	15.00ax
Oct.	15.10	15.10	15.10	15.10
SHORT RIBS—				
July .....	.....	.....	.....	13.25c
Sept. ....	.....	.....	.....	13.65c

MONDAY, JULY 15, 1929.

LARD—				
July	.....	.....	.....	12.30a
Sept.	.....	12.60-52½	12.60	12.47½
Oct.	.....	12.70	12.70	12.52½b
Dec.	.....	12.77½	12.77½	12.65-b
.....	.....	.....	12.70	12.75b
CLEAR BELLIES—				
July	.....	14.55	14.60	14.60b
Sept.	.....	14.95	15.00	15.00
Oct.	.....	15.05	15.05	15.05
SHORT RIBS—				
July	.....	.....	.....	13.25a
Sept.	.....	.....	.....	13.65a

TUESDAY, JULY 16, 1929

LARD—				
July	.....	.....	.....	12.30a
Sept.	...12.52½	12.52½	12.45	12.50=b
Oct.	...12.67½	12.67½	12.60	12.62½b
Dec.	12.75	12.75	12.67½	12.70
CLEAR BELLES—				
July	.....	.....	.....	14.80c
Sept.	14.95	15.00	14.95	15.00b
Oct.	...15.15	15.15	15.15	15.15
SHORT RIBS—				
July	.....	.....	.....	13.25a
Sept	.....	.....	.....	13.45b

WEDNESDAY, JULY 17, 1929

LARD—			
July	...12.25	12.32½	12.25
Sept.	...12.50	12.55=	12.50
Oct.	...12.62½	12.70	12.62½
Dec.	...12.75	12.75	12.75
CLEAR BELLIES—			
July	.....	.....	14.85b
Sept.	...15.05-10	15.12½	15.10x
Oct.	...15.10=	15.25	15.15
SHORT RIBS—			
July	.....	.....	13.25s
Sept.	.....	.....	13.25s

THURSDAY, JULY 18, 1929

LARD—				
July	...12.37½	12.42½	12.87½	12.40
Sept.	...12.55	12.70	12.55	12.62½
Oct.	...12.47½-70	12.85	12.47½	12.77½
Dec.	...12.77½-80	12.87½	12.77½	12.85
CLEAR BELLIES—				
July	...14.90	14.90	14.90	14.90
Sept.	...15.05	15.15	15.05	15.10
Oct.	...15.27½	15.27½	15.22½	15.25b
SHORT RIBS—				
July	.....	.....	.....	13.25n
Sept.	.....	.....	.....	13.65n

FRIDAY, JULY 19, 1929.

LARD—			
July ...	12.45	12.52½	12.45
Sept. ...	12.70	12.70	12.65
Oct. ...	12.77½-82½	12.85	12.77½
Dec. ...	12.90-92½	12.92½	12.87½
CLEAR BELLIES—			
July ...	14.62½	14.92½	14.62½
Sept. ...	15.10	15.10	15.05b
Oct. ....	.....	.....	15.20b
SHORT RIBS—			
July ...	.....	.....	13.25n
Sept. ...	.....	.....	13.65n

CHICAGO RETAIL MEATS

Beef.

	Week ended,			Cor. wk. 1928.		
	July 17, 1929.			No. 1928.		
	No. 1.	No. 2.	No. 3.	No. 1.	No. 2.	No. 3.
Rib roast, hvy. end..	35	30	16	35	30	16
Rib roast, lt. end..	45	35	20	45	35	20
Chuck roast.....	32	27	21	30	25	18
Steaks, round.....	50	40	40	50	40	25
Steaks, sirlo. 1st cut..	50	40	28	60	45	22
Steaks, porterhouse..	60	45	29	75	45	29
Steaks, flank.....	28	25	18	28	25	18
Beef steak, chuck....	27	22	17	25	20	15
Corned briskets,						
bone.....	28	24	18	28	24	18
Corned plates.....	20	18	10	20	13	10
Corned rumps, bnis.25	22	18	10	25	22	18

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	35	33	40	30
Legs	36	34	42	30
Stews	22	15	25	15
Chops, shoulder	25	20	25	20
Chops, rib and loin.....	50	25	60	25

Mutton.

Legs	26	..	26	..
Stew	14	..	10	..
Shoulders	16	..	16	..
Chops, rib and loin..	35	..	35	..

Pork.

Loin, 8@10 av.....	28	@30	27	@30
Loin, 10@12 av.....	27	@28	25	@28
Loin, 12@14 av.....	24	@26	24	@26
Loin, 14 and over.....		@22	18	@20
Chops.....		@30		@26
Shoulder.....	20	@22		@20
Butts.....	24	@26		@23
Spareribs.....	16	@17		@15
Hocks.....		@12		@14
Leaf lard, raw.....		@14		@12

Veal.

Hindquarters	30	@35	32	@36
Forequarters	20	@24	18	@24
Legs	32	@35	32	@36
Breasts	16	@22	14	@18
Shoulders	20	@22	12	@24
Cutlets		@50		@45
Rib and loin chops.....		@40		@40

Butchers' Offal.

Suet	@ 4	@ 5
Shop fat	@ 2 1/2	@ 3
Bone, per 100 lbs.....	@ 50	@ 50
Calf skins	@ 16	@ 22
Kips	@ 16	@ 21
Deacons	@ 12	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago.....	9%	
Saltpure, less than 25 bbl. lots, f.o.b. New York:		
Dbl. refd. gran.....	5%	5%
Small crystals.....	7%	
Medium crystals.....	7%	
Large crystals.....	8%	
Dbl. rfd. gran. nitrate of soda....	3%	3%
Saltpure, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refd. gran.....	5%	5%
Small crystals.....	7%	
Medium crystals.....	7%	
Large crystals.....	8%	
Dbl. rfd. gran. nitrate of soda....	3%	3%
Boric acid, carloads, pwd., bbls.....	8%	8%
Crystals to powdered, bbls.....	9%	
5-ton lots or more.....	9%	9%
In bbls. in less than 5-ton lots.....	9%	9%
Borax, carloads, powdered, in bbls.....	5%	4%
In ton lots, gran. or pow., bbls.....	5%	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chi- cago, bulk.....		\$6.00
Medium, carlots, per ton, f.o.b. Chicago, bulk.....		\$1.10
Rock, carlots, per ton, f.o.b. Chicago.....		\$6.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or- leans.....		@3.93
Refined sugar, 96 basis, f.o.b. New Or- leans.....		@3.08
Syrup testing 63 and 65 combined su- crose and invert, New York.....		@.38
Standard gran. f.o.b. refiners (2%).....		@5.25
Packers curing sugar, 100 lb. bags, Reserve, La., less 2%.....		@4.75
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....		@4.65

Commerce, the following changes having been made:

Preserved meats, not specified, from 12c to 19c per legal kilo. Sausage, from 12c to 19c per legal kilo. Meat extract, from 12c to 24c per legal kilo. Hog lard, in tank cars, from 3c per gross kilo to 3c per net kilo. Hog lard in other containers, from 3c to 5c per gross kilo.

PURE VINEGARS

Key: ax, asked; b, bld; n, nominal; = split.

MEXICAN DUTIES INCREASED.

Meat imported into Mexico will pay a higher duty after August 1, 1929, according to the U. S. Department of

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons..

Fancy pork sausage, in 1-lb. cartons...
Country style sausage, fresh in link...
Country style sausage, fresh in bulk...
Country style sausage, smoked...
Frankfurts in sheep casings...
Frankfurts in hog casings...
Bologna in beef bungs, choice...
Bologna in cloth, paraffined, choice...
Bologna in beef middles, choice...
Liver sausage in hog bungs...
Smoked liver sausage in hog bungs...

Liver sausage in beef rounds.....
Head cheese

Liver sausage in beef rounds.....
 Head cheese
 New England luncheon specialty.....
 Minced luncheon specialty.....
 Tongue sausage
 Blood sausage
 Polish sausage
 Souse

Cervelat, choice, in hog bungs.....

Thüringer Cervelat
 Farmer
 Hoisteiner
 B. C. Salami, choice
 Milano Salami, choice, in hog bungs
 B. C. Salami, new condition
 Frisco Salami, choice, in hog middles
 Genoa style Salami
 Pepperoni
 Mortadella, new condition
 Capiccoli
 Italian style hams
 Virginia hams

Bologna style sausage in beef rounds—
Small tins, 2 to crate.....

Large tins, 1 to crate.....	
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	
Large tins, 1 to crate.....	
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	
Large tins, 1 to crate.....	
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	
Large tins, 1 to crate.....	

Regular pork trimmings.....
Special lean pork trimmings.....

Special lean pork trimmings.....
Neck bone trimmings.....
Pork cheek meat.....
Pork hearts.....
Native boneless bull meat (heavy).....
Boneless chucks.....
Shank meat.....
Beef trimmings.....
Beef hearts.....
Beef cheeks (trimmed).....

Brains (per lb.).....	@10
Hearts	@10
Tongues, 4@5.....	@37
Sweetthreads	@42
Ox-tails, per lb.....	@15
Fresh tripe, plain.....	7 @ 8
Fresh tripe, M. C.	@10
Livers	@22
Kidneys, per lb.....	@22

Choice carcass	25	@26
Good carcass	20	@24
Good saddles	30	@35
Good backs	18	@22
Medium backs	14	@15

Brains, each12	@14
Sweetbreads	@75
Calf livers55	@60

Choice lambs	@30
Medium lambs	@28
Choice saddles	@35
Medium saddles	@32
Choice fores	@25
Medium fores	@23
Lamb fries, per lb.	@33
Lamb tongues, per lb.	@16
Lamb kidneys, per lb.	@30

Heavy sheep	@ 9
Light sheep	@ 15
Heavy saddles	@ 11
Light saddles	@ 16
Heavy fores	@ 7
Light fores	@ 11
Mutton legs	@ 18
Mutton loins	@ 20
Mutton stew	@ 10
Sheep tongues, per lb.	@ 16
Sheep heads, each	@ 12

Pork loins, 8@10 lbs. av.	@26
Picnic shoulders	@16
Skinned shoulders	@17
Spars, ribs	@13
Spars, ribs	@13
Back fat	@14
Boston butts	@22
Hocks	@13
Tails	@12
New bones	@14
Slip bones	@14
Blade bones	@14
Pigs' feet	@7
Kidneys, per lb.	@11
Livers	@14
Brains	@14
Ears	@7
Snouts	@10
Heads	@10

Ash pork barrels, black iron hoops..	\$1.57 1/2	@1.60
Oak pork barrels, black iron hoops..	1.65	@1.67 1/2
Ash pork barrels, galv. iron hoops..	1.77 1/2	@1.80
White oak ham tierces.....		@3.12 1/2
Red oak lard tierces.....	2.42 1/2	@2.45
White oak lard tierces.....	2.62 1/2	@2.65

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@25
White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@20½
Nut, 1-lb. cartons, f.o.b. Chicago..... (30 and 60-lb. solid packed tubs, 1c per lb. less.)	@17
Pastry, 60 lb. tubs, f.o.b. Chicago....	@15

Extra short clears	@14
Extra short ribs	@14
Short clear middles, 60-lb. avg.	@16
Clear bellies, 18@20 lbs.	@15
Clear bellies, 14@16 lbs.	@15½
Rib bellies, 20@25 lbs.	@15
Rib bellies, 25@30 lbs.	@14½
Fat backs, 10@12 lbs.	@14
Fat backs, 12@16 lbs.	@14½
Regular plates	@11½
Butts	@9½

Fancy reg. hams, 14@16 lbs.....	\$3 30
Fancy skid hams, 14@16 lbs.....	\$3 15
Standard reg. hams, 14@16 lbs.....	\$2 25
Picnics, @8 lbs.....	\$2 21
Fancy bacon, @6 8 lbs.....	\$3 34
Standard bacon, @8 lbs.....	\$2 25
No. 1 beef ham sets, smoked—	
Insides, @12 lbs.....	\$5 50
Outsides.....	\$4 42
Knuckles, @5@ lbs.....	\$4 47
Cooked hams, choice, skin on, fattd.....	\$4 44
Cooked hams, choice, skinned, fattd.....	\$4 44
Cooked hams, choice, skinless, fattd.....	\$4 47
Cooked picnics, skin on, fattd.....	\$2 28
Cooked picnics, skin on, fattd.....	\$2 28
Cooked ham roll, smoked.....	\$4 42

Prime edible lard oil.....	@144
Headlight burning oil.....	@128
Extra No. 8 lard oil.....	@118
Extra No. 1 lard oil.....	@114
Extra lard oil.....	@114
Extra No. 1 lard oil.....	@114
No. 1 lard oil.....	@108
2 lard oil.....	@108
Acidless tallow oil.....	@108
20 D. C. T. neatfoot oil.....	@174
Pure neatfoot oil.....	@138
Special neatfoot oil.....	@114
Extra neatfoot oil.....	@114

Prime steam	@12.40
Prime steam, loose.....	@11.52½
Kettle rendered, tierces.....	@12.12
Refined lard, boxes, N. Y.....	@13.12½
Leaf, raw	@11.12½
Neutral, in tierces.....	@13.25
Compound, acc. to quantity.....	11.25@12.00

Oleo oil, extra, in tierces.....	11	@114
Oleo stocks	10	@104
Prime No. 1 oleo oil.....		@10
Prime No. 2 oleo oil.....		@ 94
Prime No. 3 oleo oil.....		@ 94
Prime oleo stearine, edible.....	9	@ 94

Edible tallow, under 1% acid, 45 titr.	74	81
Prime packers tallow	74	80
No. 1 tallow, 10% f.f.a.	74	78
No. 2 tallow, 40% f.f.a.	64	68
Choice white grease	74	78
A-White grease	74	77
B-White grease, max. 5% acid.	74	77
Yellow grease, 10@15 f.f.a.	64	7
Brown grease, 40% f.f.a.	62	69

Crude cottonseed oil in tanks, f.o.b.	
Valley points, nom., prompt.....	7½¢ @ 8
White, deodorized, in bbls., c.a.f. Chgo.	10½¢ @ 10½
Yellow, deodorized, in bbls.....	10½¢ @ 10½
Soap stock, 50% f.f.a., f.o.b.....	2½¢ @ 2½
Corn oil, in tanks, f.o.b. mills.....	7½¢ @ 7½
Soya bean, f.o.b. mill.....	7½¢ @ 7½
Coconut oil, seller's tanks, f.o.b. coast	7½¢ @ 7½
Refined in bbls., c.a.f., Chicago, nom.....	9½¢ @ 9½

(These prices are basis f.o.b. Chicago.)

	Whole	Grown
Allspice	31	34
Cinnamon	18	18
Cloves	41	45
Coriander	8½	9
Ginger		19
Mace	1.00	1.05
Nutmeg		86
Pepper, black	38½	42
Pepper, Cayenne		40
Pepper, red		34
Pepper, white	60	70

Retail Section

Pepping Up Warm Weather Retail Meat Sales

If retail meat sales slow up during the warm months, is it largely for the reason that meat retailers, having come to believe that this is a natural situation for which there is no remedy, consequently do nothing to prevent it?

It is true housewives dislike to spend any more time in the kitchen during hot weather than is necessary, and that there is an idea, more or less prevalent, that one is better off if he eats less meat during the summer.

But meats can be had that are ready to serve; others are available that require little preparation, and the notion that meat is not a good summer food has no foundation in fact.

The point is, the large majority of the people of a community may not know these truths. And they never will know them until someone tells them.

This is the job of the retail meat dealer. It is up to him to do as good a job of merchandising during the summer as he does during the other seasons of the year.

In the following article a merchandising expert who has investigated summer retail meat sales has some suggestions to offer the retailer who is interested in increasing summer turnover. He says:

Summer Merchandising

By Milo Mendenhall.

With the approach of warm weather, there is much pressure brought to bear to lessen the quantity of fuel foods—meat among them. We might classify ice cream with its heavy content of butter fat as an ideal fuel food, and yet it is one of our most popular and valuable warm weather tid-bits.

Lean meats, with their muscle building and satisfying qualities, furnish a concentrated form of food which many miss and are not satisfied to give up. The main trouble is that people have not been educated to select their meats carefully for summer use.

A few words of definite, "just how," brass-tack facts on the warm weather use of meats will inspire confidence, tend to increase the proper sale of meat, and give valuable aid to the

housewife.

It must be remembered that there are always young people who are just going to housekeeping who have not thought of these things, and older people who have followed the line of least resistance and never thought about the matter at all.

Summer Advertising Pays.

Include a few words of suggestion as to warm weather meats in your regular publicity. Shape up this editorial part of your advertising as though you were talking to the average, well-to-do and intelligent woman, and your advertising will be read and heeded. Business will then keep up when otherwise it might suffer somewhat of a warm weather slump.

"Oh, we expect that," remarked one meat retailer. "People do not eat as much meat in warm weather as in cold. There's so much said about not eating it that people cut down on their meats until it gets cooler."

Every business man should realize the importance of this wise saying of the psychologist, "I am a part of all I have ever met."

"In other words, I am the sum total of the positive suggestions I have encountered in my life, minus the negative suggestions, or it may be that the negative suggestions predominate, and so I am not forceful because I am not positive."

The market man who does not advertise and present his side of the case

is permitting the negatives to have it. The result will be that his public will be mentally on the opposite side of the fence.

Suggest Summer Specialties.

Do yourself the justice of presenting your side of the case regularly. Then the people will meet the positive arguments and be as much influenced by them as by the negative ones.

It would be advisable and even wise during the summer time, when the temperature contains much humidity, to suggest that refrigerators be given special attention, regularly scalded and adequately chilled, with plenty of ice to insure sanitary food storage and a sufficiently low temperature.

Point out that it is even more economical to keep the ice chest well filled with ice and chilled thoroughly than to allow the ice to become nearly melted and the walls of the refrigerator warm.

During the summer remind the housewife that some meats are at their best, and so are to be favored in the daily dietary, just as fruits and vegetables are in their season. Suggest the frequent use of lamb, and even mention satisfactory methods of preparing it. Also tell about chicken, beef, and the ready-to-serve meats which afford economical and labor-saving meat service when work over a hot stove counts.

Specializes in Cooked Meats.

Suggest a number of cold meats and meats for sandwich fillings available for use at any time. Tell how to prepare some of these at home. List those you have on hand for sale.

Point out the wholesomeness of clear meat soups for old and young. These may be served both hot and cold—lightly jellied when served cold.

Many a housewife does not want to keep a kitchen fire, either gas or coal, on a warm day. Why not arrange to have meats cooked and delivered hot on the order of the housewife?

One firm does this and even sends the seasoned gravy, steaming hot in a little covered container. If necessary, it can be heated just a moment.

This service is greatly appreciated in the small city where it is featured. Fowls are roasted, roasts prepared, hams cooked, etc. None of this work is done on Sunday, but many of the patrons order meats which are delivered to them Saturday, either to be served cold or re-heated.

Salad Recipes Appreciated.

Salads are a particularly appreciated summer-time food. Suggest some salad recipes such as a cold lamb salad with green peas; chicken salad with celery and boiled eggs; tomato salad with thin

Overcoming the Summer Slump

If people always had been told the moon is made of green cheese, and if no one ever told them anything different, they would believe it.

If many people believe that a meat is best left alone in hot weather, or at best used only in very limited quantities, it is because the retail meat dealers never have told them different.

More dealers need to operate their business as they own their cars. When they come to a hill they lay back in the seat instead of stepping on the gas.

If there ever is a time in the retail meat game when it is advisable to let up on merchandising efforts, it is not when business slows up. That is the time to go after trade.

Telling the people the facts on meat as a summer food, giving them suggestions on what to buy during the hot weather, and going after business aggressively and intelligently would go a long way toward increasing summer meat sales.

slices of cold boiled tongue; liver salad—thin slices of cold liver served on lettuce with French dressing, a little horseradish, and a garnish of cucumbers and asparagus tips.

Never mind if the vegetable man does get a little extra through your publicity. That's all right. We can neither live to ourselves nor die to ourselves.

Just take a few minutes to map out your own warm weather meat selling campaign. It is the time of year when many people are engaged in strenuous occupations out of doors—builders, farmers, gardeners, lumbermen, street workers, etc., and to cut meat out of their diet would be a hardship indeed.

We do not think of eliminating butter and sugar and cream and similar fuel foods. Why pick on meat?

Do not depend on writing this advertising day by day. It can be polished up as it goes to the newspaper office, of course, but make a constructive series. If necessary, get a real advertising man or woman to help you keep business coming and turnover up to par!

NEWS OF THE RETAILERS.

J. Foreman has engaged in the meat and grocery business on Seabright ave., Seabright, Calif.

Harvey Strong is in charge of the meat department of the Piggly-Wiggly store, Tracy, Calif.

Carl Titus has succeeded to the meat and grocery business of Durant & Titus, Watsonville, Calif.

Hewett & Hewett have purchased the business of the Bickford Meat Market, Wheatland, Calif.

The Mission Valley Market has engaged in business at 4971 Mission st., San Francisco, Calif.

J. C. Parnell of Chickasha, Okla., has purchased the meat market at Fifth and Main sts., Anadarko, Okla., from H. H. Tilford.

John Lemons and Lloyd Niblett have engaged in the meat and grocery business in Tishomingo, Okla.

W. A. Latour has purchased the C. H. Kazmair meat and grocery business, 632 Main st., Toledo, O.

Henry A. Smith has been succeeded in the meat business at Cleveland, O., by A. W. Densmore and J. R. Daggs.

J. & G. Weiss have sold their meat and grocery business at 2904 E. 34th st., Cleveland, O., to J. Biotrowski.

L. C. Couturier has engaged in the meat business at Leland, Mich.

The Wilks Meat Market has engaged in business at 1209 Artillery ave., Detroit, Mich.

Cecil Taylor has purchased the meat and grocery business of Carl Fox at 1402 W. Saginaw st., Lansing, Mich.

Fay Wetmore has purchased the meat and grocery business at 407 Maple st., Battle Creek, Mich., from L. E. Downing.

Zerka & Rassey, 1655 Ohio ave., Flint, Mich., will soon begin erection of new meat market and grocery store on corner of Ohio and Minnesota.

J. E. Krall has been succeeded in the meat business at 1473 Albina ave., Portland, Ore., by Louis Peri.

E. Fritz has engaged in the meat business in the Kiblen Bldg., Creston, Wash.

M. C. Davis is engaging in the meat and grocery business at Sprague, Wash.

Ralph Macchia has been succeeded in the meat and grocery business at 1122 26th ave. S., Seattle, Wash., by G. C. Hamilton.

The Columbia Market of G. C. Bird, 1327 S. Tacoma ave., Tacoma, Wash., has been sold to B. Greco.

G. R. Stamm & Co. have engaged in the meat and grocery business at Seattle, Wash., with a capital of \$100,000.

Joe Ackley has purchased the meat business of Clifton Randolph, Yakima, Wash.

The Haight & Pierce Market has been opened at 701 Haight st., San Francisco, Calif.

Luther Brown is about to open a meat market in the north part of the Stetler building, Oak Hill, Kas.

D. E. Weidenheimer, of Kinsley, Kan., has leased the City Meat Market, Lewis, Kan., from Paul Troutman.

George Dean has purchased the meat market of William Summers, Waterville, Kan.

Juneau & Anderson have succeeded to the meat business of Anderson & Mellin, Marquette, Mich.

E. A. St. Martin has opened in the meat and grocery business at 430 S. 13th st., Escanaba, Mich.

Eli Szep has purchased the meat market of Thomas Cherniak, 2442 Casper ave., Detroit, Mich.

P. G. Cheyney, Glenwood, Ia., meats, sold out recently to R. D. Linville.

Van Hartesveldt Brasare is opening a meat market and grocery at Fennville, Wis.

John Raminski is opening a meat market at 2205 Marshall st., Manitowoc, Wis.

T. A. Jennings has sold the North Side Meat Market, New London, Wis., to James Mulhaney.



A GROUP OF MEAT CHAIN STORE MANAGERS LEARNING NEW WAYS TO CUT BEEF.

Nearly 500 representatives of the Kroger Grocery & Baking Co. gathered together in St. Louis to watch D. W. Hartzell of the National Live Stock and Meat Board break up a side of beef into cuts most popular with the consumer. This was the first of a series of demonstrations to be made by the Board in its "National Beef Consumption Campaign."

The chain store managers were instructed to put the new cutting methods into operation at once. These methods were described in THE NATIONAL PROVISIONER of July 13.

New York Section

NEW YORK NEWS NOTES.

J. H. Lawrence, of the Jacob Dold Packing Co., will spend his vacation in the Adirondacks.

G. J. Tynan, manager of the Joseph Stern & Sons' plant, is vacationing at Point Pleasant, N. J.

J. A. Kerr, smoked meat department, Armour and Company, is enjoying a two weeks' vacation.

Edward Seh, by-products sales department, Wilson & Co., is spending his vacation in the Catskill mountains.

G. C. Dapson, canned foods department, Armour and Company, Chicago, is spending a few days in New York.

Frank T. Boyd, president of the New Zanesville Provision Co., Zanesville, Ohio, spent a few days in New York last week.

William Knauss, Knauss Brothers, Poughkeepsie, New York, paid a visit to the city last week and called on some of his many friends.

J. Y. Marshall, produce department, and C. H. Smith, branch house department, Swift & Company, Chicago, were in New York this week.

C. D. Middlebrook, vice president, Wilson & Co., visited New York and Philadelphia last week and spent the week end in New England.

David Deegan, of Deegan & Amschler, livestock commission firm of Chicago, was in New York last week renewing old acquaintances.

Leon Dashew, attorney, 51 Chambers Street, New York, has been retained by the Van Iderstine Company to represent them in legal matters.

George P. Osborne, the eminently successful manager of H. C. Bohack's pork department, is enjoying a well-earned vacation on the Jersey shores.

Meyer Schaeffer, for many years with Joseph Stern & Sons, is now associated with Stahl-Meyer, Inc., at the F. A. Ferris branch, as killing foreman.

Leon J. Roversi of the Tupman Thurlow Co., Inc., importers of hides and skins has been elected to membership in the New York Hide Exchange.

J. A. Young, pork superintendent, Joseph Stern & Sons plant, has just returned from a three weeks' vacation which he spent touring in New England and Canada.

Edwin P. Junemann, city refinery department, Armour and Company, 120 Broadway, New York, passed away on Thursday, July 11, after an illness of seven weeks.

Frank D. Green, assistant general superintendent, Armour and Company, Chicago, spent several days at the plant

of the New York Butchers Dressed Meat Company.

F. Klaus, refinery department, Swift & Company, Chicago, visited the Jersey City plant, while G. M. Kerns, butterine department, Jersey City, spent a few days in Chicago.

It is believed that Miss Eve Miller of F. C. Rogers' New York office staff is exploring the Adirondacks on horseback, as there was much ado about riding boots before she left.

D. A. Wagner, New York district office, Cudahy Packing Co., is vacationing at Honesdale, Pa. W. R. Anderson, manager of the 14th street branch, is spending his vacation in Indiana.

William Purcell, domestic sales manager, F. A. Ferris branch of Stahl-Meyer, Inc., was overcome by the heat last week, and after spending a few days in the hospital he is now recuperating at home.

Raymond Suarez, foreign representative F. A. Ferris branch, Stahl-Meyer, Inc., is vacationing in the Adirondacks, after which he will leave on an extended trip to Central and South America, Mexico and Cuba.

Stahl-Meyer, Inc., held an enthusiastic sales meeting on Friday, July 12, at the F. A. Ferris branch. Interesting talks were given by Arthur Davis, sales manager, Otto Stahl branch, and Irving Hand, manager of the F. A. Ferris branch.

The General Accident Insurance Company presented Adolf Gobel, Inc., Brooklyn division, with the "safety flag" on Thursday, July 11, the plant having been operated during the month of June without any loss of time from accidents. May was also a flag month for the Brooklyn division and July, so far, bids fair to keep up the splendid record.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending July 13, 1929: Meat.—Brooklyn, 50 lbs.; Manhattan, 1,039 lbs.; Queens, 20 lbs. Fish.—Brooklyn, 113 lbs.; Manhattan, 250 lbs. Poultry and Game.—Manhattan, 3,348 lbs.

Although Max Trunz, president of Trunz Pork Stores, Inc., Brooklyn, is vacationing abroad, his thoughts are with those who are a part of his organization. On Wednesday, July 17, an outing was given by him to his employees at Steeplechase Park, Coney Island, and in order that everyone might participate the chain of stores operated by his company was closed at one o'clock. After a shore dinner all the thrillers were enjoyed.

At a meeting of the heads of departments and branch house managers, held at the Commodore Hotel on Friday, July 12, Philip D. Armour, vice president of Armour and Company, Chicago, an-

nounced that arrangements had been completed whereby the company would broadcast each Saturday evening from ten thirty to eleven o'clock over the network of WJZ. The first radio program will be given on August 3, when the star entertainer will be Edith Mason, soprano of the Chicago Civic Opera Company. Armour's orchestra of 30 pieces, conducted by the well-known Josef Koestner, a chorus of 18 mixed voices and Armour's male trio will complete the program.

AMONG RETAIL MEAT DEALERS.

The Research Bureau of the New York State Association of Retail Meat Dealers, under the chairmanship of George Kramer, president of the National Association, has prepared an article on evisceration of poultry at the source of killing, and compulsory government inspection, and this will be presented for discussion at the national convention to be held at Detroit early in August.

Ye Olde New York Branch held a regular meeting on Tuesday evening, July 16, at which five delegates were chosen to accompany George Kramer to the national convention. They are Joseph Eschelbacher, Joseph Heim, L. Goldschmidt, William Ziegler and Herman Kirschbaum.

An interesting meeting was held last week by the Washington Heights Branch at which many matters of paramount importance to the members were discussed.

The meeting of the South Brooklyn Branch on Tuesday evening of this week was given over mostly to the final details of the combined outing of the Brooklyn, Jamaica, and South Brooklyn Branches on Sunday, July 21.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended July 13, 1929, with comparisons:

	Week ended July 13.	Prev. week.	Cor. week, 1928.
Westn. drsd. meats:			
Steers, carcasses	7,225	5,598	5,818½
Cows, carcasses	642	524½	451½
Bulls, carcasses	40	13	81
Veals, carcasses	8,186	8,431	7,305
Lambs, carcasses	19,546	16,895	20,954
Mutton, carcasses	2,118	2,576	2,103
Beef cuts, lbs.	417,217	285,255	167,887
Pork cuts, lbs.	1,424,871	1,590,665	696,750
Local slaughters:			
Cattle	8,444	8,204	9,190
Calves	13,474	14,356	14,272
Hogs	34,179	37,427	38,553
Sheep	65,890	59,412	60,194

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended July 13, 1929, with comparisons:

	Week ended July 13.	Prev. week.	Cor. week, 1928.
Western dressed meats:			
Steers, carcasses	2,240	2,141	2,200
Cows, carcasses	1,300	1,206	1,242
Bulls, carcasses	38	30	42
Veals, carcasses	861	1,060	1,182
Lambs, carcasses	13,195	14,199	11,014
Mutton, carcasses	701	1,289	891
Pork, lbs.	229,836	270,401	182,152
Local slaughters:			
Cattle	1,239	1,694	1,224
Calves	1,420	1,595	1,545
Hogs	14,941	12,243	14,751
Sheep	5,170	3,215	2,944

The Answer to Every Need — NEVERFAIL—the Perfect Cure

NEVERFAIL—yesterday, today and tomorrow—is always uniform and dependable. It does the work that it promises to do and more. It stands the test as the best. Constant use proves this.

Let the makers of NEVERFAIL (reg. U. S. & Can. Pat. Off.) in on the secret of your requirements. They will assist you with full details regarding the exceptional merits of this, the Perfect Cure. Write today.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne and Rouladen Delicatessen Seasonings

H. J. MAYER & SONS CO. 6819-23 S. Ashland Ave., Chicago, Ill.
Canadian Plant, Windsor, Ont.

The Man Who Knows



The Man You Know

**Distinctive
Flavor that
SELLS!**

Proper seasoning with Garlic gives your product a zesty, appealing flavor that makes sales—and resales. The proportion can be varied to give your product a distinctive flavor—different from competitive products—in a class by itself.

GARONI GARLIC JUICE

GUARANTEED TO MEET B.A.I. REQUIREMENTS

Garoni Garlic Juice is the pure, concentrated juice of the fresh vegetable. No alcohol or preservatives of any kind. Being a liquid, it penetrates quickly and evenly—thoroughly seasons all portions of the product. You need carry no stock; eliminating shrinkage, peeling, preparing, grinding. Saves time and money. Send for **FREE SAMPLE.**

**Better Control—
No Muss, Fuss or
Stock Shrinkage**

Garoni Manufacturing Company
846 W. Grand Ave., Chicago, Ill.



Flavor Quality with Seasoning Economy

It's the final flavor of your sausage that builds—or wrecks—your business. You can't let quality down if you want sales up.

The answer? No need to sacrifice economy for quality with Sunset Pepper!

Sunset has the same heat strength and is *interchangeable* with white pepper. Half Sunset and half white pepper gives remarkable economy and *blends to the white pepper flavor*.

The greater oil content, natural pepper flavor and genuine economy of Sunset Pepper makes its use a decided advantage.

*Always available. A trial
will convince you. Write!*

Chill Products Corporation

1841-43 E. 50th St., Los Angeles, Calif.
Chicago: 806 S. Wabash Ave. Baltimore: 1027 S. Howard St.

THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground
Spices for Meat Packers

CHICAGO, ILLINOIS

Sausage Bags

and

BELL'S SAUSAGE SEASONING

The William G. Bell Company, Boston, Massachusetts

Niagara Brand



Genuine Double Refined Saltpetre (Nitrate of Potash)
and Double Refined Nitrate of Soda

"The old reliable way to cure meat right"

Both Complying with Requirements of the B. A. I.

Manufactured by

BATTELLE & RENWICK

80 MAIDEN LANE Established 1840 NEW YORK

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$15.15@15.65
Steers, medium to good	14.50@15.10
Cows, common and medium	7.00@ 9.50
Bulls, common and medium	7.00@10.00

LIVE CALVES.

Vealers, good to choice	\$16.50@19.00
Vealers, medium	12.00@16.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$14.75@15.25
Lambs, medium	13.50@14.75
Lambs, common	@10.00
Ewes, medium to choice	5.00@ 7.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @12.50
Hogs, medium	@12.50
Hogs, 120 lbs.	@12.35
Roughs	@11.00
Good Roughs	@11.50

DRESSED HOGS.

Hogs, heavy	@18
Hogs, 180 lbs.	@18
Pigs, 80 lbs.	@18 1/4
Pigs, 80-140 lbs.	@18

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	26 1/2 @27 1/2
Choice, native light	27 @27 1/2
Native, common to fair	24 1/2 @26

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@27
Native choice yearlings, 400@600 lbs.	@27
Good to choice heifers	@25
Good to choice cows	@23
Common to fair cows	@20
Fresh bologna bulls	@18

BEEF CUTS.

	Western.	City.
No. 1 ribs	@32	32 @34
No. 2 ribs	28 @30	30 @31
No. 3 ribs	25 @27	28 @29
No. 1 loins	@40	40 @44
No. 2 loins	36 @38	34 @42
No. 3 loins	30 @35	31 @40
No. 1 hinds and ribs	31 @33	32 @34
No. 2 hinds and ribs	30 @31	30 @31
No. 3 hinds and ribs	28 @29	29 @29
No. 1 rounds	24 @26	27 @28
No. 2 rounds	22 @24	26 @26
No. 3 rounds	22 @24	25 @25
No. 1 chuck	23 @24	23 @24
No. 2 chuck	21 @22	22 @22
No. 3 chuck	19 @20	20 @21
Bolognas	17 @18	18 @19
Rolls, reg., 6@8 lbs. avg.	@22	22 @23
Rolls, reg., 4@6 lbs. avg.	@17	17 @18
Tenderloins, 4@6 lbs. avg.	@19	19 @20
Tenderloins, 5@8 lbs. avg.	@20	20 @21
Shoulder clods	10 @11	

DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	@30
Med. to common veal	@21
Good to choice calves	@25
Med. to common calves	@17

DRESSED SHEEP AND LAMBS.

Lambs, prime	@35
Lambs, good	@32
Sheep, good	@21
Sheep, medium	@20

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	@28
Pork tenderloins, fresh	@58
Pork tenderloins, frozen	@56
Shoulders, city, 10@12 lbs. avg.	@19
Shoulders, Western, 10@12 lbs. avg.	@19
Butts, boneless, Western	@28
Butts, regular, Western	@25
Hams, Western, fresh, 10@12 lbs. avg.	@29
Hams, city, fresh, 6@10 lbs. avg.	@29
Picnic hams, Western, fresh, 6@8 lbs. avg.	@20
Pork trimmings, extra lean	@27
Pork trimmings, regular, 50% lean	@16
Spareribs, fresh	@17

SMOKED MEATS.

Hams, 8@10 lbs. avg.	@28
Hams, 10@12 lbs. avg.	@28
Hams, 12@14 lbs. avg.	26 1/2 @27 1/2
Picnics, 4@6 lbs. avg.	18 1/2 @19
Picnics, 6@8 lbs. avg.	18 @18 1/2
Rollettes, 6@8 lbs. avg.	18 1/2 @19
Beef tongue, light	@34
Beef tongue, heavy	@36
Bacon, boneless, Western	@23
Bacon, boneless, city	@22
Pickled bellies, 8@10 lbs. avg.	@20

FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trim'd	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	35c a pound
Oxtails	16c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 2
Breast fat	@ 4
Edible suet	@ 5 1/2
Cond. suet	@ 4 1/2

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.21	2.30	2.50	2.70	3.75
Prime No. 2 veals	.19	2.10	2.25	2.45	3.50
Buttermilk No. 1	.18	1.95	2.15	2.35	...
Buttermilk No. 2	.16	1.75	1.90	2.10	...
Branded Gruby	.10	1.15	1.20	1.40	1.95
Number 3					At value

LIVE POULTRY.

Fowls, colored, per lb. via freight	@34
Ducks	@20

BUTTER.

Creamery, extras (92 score)	@42
Creamery, firsts (88 to 89 score)	@40 1/2
Creamery, seconds (84 to 87 score)	38 1/2 @39 1/2
Creamery, lower grades	38 @38 1/2

EGGS.

(Mixed colors.)

Extras, dozen	33 1/2 @34 1/2
Extra, firsts, doz.	31 1/2 @32
Firsts, doz	31 1/2 @32
Checks	23 1/2 @28 1/2

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	32 @34
Western, 48 to 54 lbs. to dozen, lb.	30 @32
Western, 48 to 54 lbs. to dozen, lb.	29 @31
Western, 36 to 42 lbs. to dozen, lb.	28 @30
Western, 30 to 35 lbs. to dozen, lb.	27 @29
Fowls—fresh—dry pkd.—12 to box—prime to foy:	
Western, 60 to 65 lbs. to dozen, lb.	@35
Western, 48 to 54 lbs. to dozen, lb.	@33
Western, 48 to 54 lbs. to dozen, lb.	@32
Western, 36 to 42 lbs. to dozen, lb.	@31
Western, 30 to 35 lbs. to dozen, lb.	@30

Ducks—	
Long Island, per lb.	21 @24

Turkeys—	
Western, toms, fair to good	25 @30
Western, hens, fair to good	27 @33

Squabs—	
White, ungraded, per lb.	40 @50

Chickens, roasters—fros.—12 to box—prime to foy:	
Western, 60 to 65 lbs. per lb.	40 @44
Western, 48 to 54 lbs. per lb.	37 @39
Western, 48 to 54 lbs. per lb.	35 @37

Chickens, fryers—fros.—12 to box—prime to foy:	
Western, 36@42 lbs., per lb.	35 @37

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 11, 1929:

	July 5	6	8	9	10	11
Chicago	.41	41	41	41	40 1/2	40 1/2
New York	.42	42	42	42	42	42
Boston	.42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Phila.	.43 1/2	43 1/2	43	43	43	43

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	41	41	41	40 1/2	40 1/2	41
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Receipts of butter by cities (tubs):

	Wk. to July 11.	Prev. week.	Last year.	Since Jan. 1—1929.
Chicago	57,816	44,884	55,143	1,851,036
N. Y.	79,298	60,859	70,676	2,027,066
Boston	24,339	25,966	27,574	688,459
Phila.	21,212	18,813	23,614	644,900

Total... 182,665 145,522 177,007 5,211,461 5,011,138

Cold storage movement (lbs.):

	In July 10.	Out July 10.	On hand July 12.	Same week-day last year.
Chicago	262,972	26,881	21,152,932	16,900,809
New York	390,814	30,068	14,942,387	8,972,356
Boston	184,746	32,893	7,218,912	6,906,567
Phila.	158,420	7,510	5,003,844	4,530,471

Total... 901,952 97,152 48,318,075 37,319,263

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.15
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.20
Blood, dried, 15-16% per unit	@ 4.10
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	4.00 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.65 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.10
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.00@10c
Tankage, unground, 9@10% ammo.	3.50 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@\$28.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 10.00

Potash.

Manure salt, 20% bulk, per ton	@12.50
Kainit, 12.4% bulk, per ton	@ 8.19
Muriate in bags, basis 80%, per ton	@36.75
Sulphate in bags, basis 90%, per ton	@47.75

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.10

Meat Scraps, Ground.

50%	@58.00
55%	@62.00

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 85.00
Black or striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00@200.00

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended July 13, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,246	7,138	1,967	50,110
Central Union	2,844	1,174	...	12,681
New York	587	4,837	18,070	6,880
Total	7,477	13,149	20,643	69,171
Previous week	6,802	13,531	17,875	58,585
Two weeks ago	6,465	13,371	14,953	47,276

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N.J.

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0118-0114

1929.

S.

@ 2.15

@ 2.20

@ 4.10

00 & 10c

65 & 10c

50 & 50c

@ 2.10

00@10c

2.50 & 10c

@ \$28.00

@ 36.50

@ 10.00

@ 12.50

@ 9.10

@ 36.75

@ 47.75

@ 1.00

@ 1.10

@ 58.00

@ 62.00

NS.

00@125.00

@ 85.00

00@ 50.00

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